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NEWSPAPER

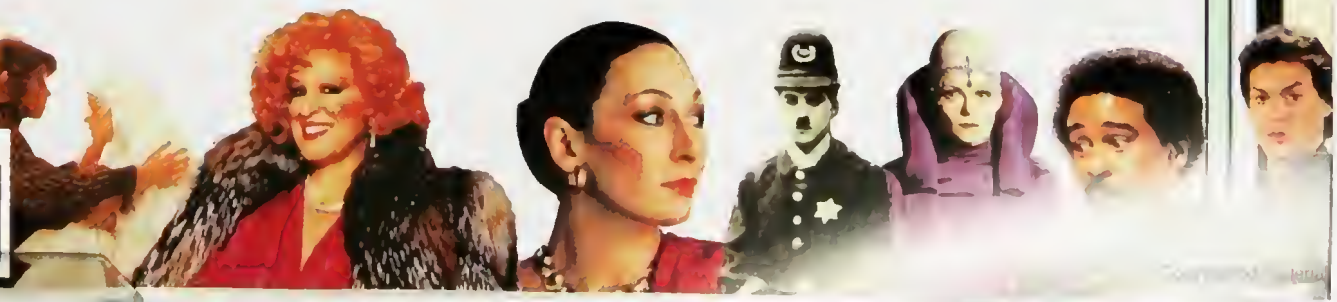
VIDEO SOFTWARE DEALERS CONVENTION ISSUE

VOLUME 98 NO 35 THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT August 30, 1986/$3 50 (U S), $5 (Canada)

VSDA

THE FUTURE OF HOME VIDEO

This year the home video business could become a $5 billion baby at retail. The industry should move 75 million to 85 million cassettes worth as much as $3.5 billion at wholesale. More than 10,000 industry figures will attend the Aug. 23-28 VSDA convention. Each is fighting for a piece of the profits in an increasingly brutal marketplace. Indeed, for some, the key question is not growth, but survival.



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For over 35 years, the television networks and channels have told you what to watch. Whether you wanted that programming or not. And they told you when to watch. Whether it was convenient for you or not.

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KLV-TV
Your Personal Network

See your KLV-TV Official Affiliate Video Store.

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NEWSPAPER

THE INTERNATIONAL NEWSWEEKLY OF MUSIC AND HOME ENTERTAINMENT

Christie Hefner speaks out on fighting the new climate of censorship
See Commentary, page 13

John Gorman makes sudden exit from WMMS
See page 14

Boston UHF station tests digital audio signal
See page 69

WQHT Pulls A Fast One: 'Hits Hybrid' Airs In Gotham

BY KIM FREEMAN

NEW YORK Emmis Broadcasting pulled a fast one on some members of the industry here by disguising its new radio acquisition, WAFP, as a classic rock outlet for three days before unveiling a top 40/urban hybrid format and the WQHT call letters at 6:00 p.m. on Aug. 15. The Rolling Stones' "It's All Over Now" and a bomb noise rang out the old format.

Several label promotion representatives say dramatically increased 12-inch sales will be the most immediate result of WQHT's birth. During its first week, WQHT played a high percentage of new records and several regional hits.

Described by one label promotion executive as being "terminally slow" on certain records, the New York radio market—its top 40s in particular—may move more quickly on dance-oriented product as a result of WQHT's arrival. The promotion community, however, appears wary of predicting that WQHT will have a serious impact right away on the tight add policies at top 40 outlets WFLZ and WHTZ.

WQHT's format is quite similar to what is airing on Emmis' KPWR "Power 106" Los Angeles, which

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K-mart Gives Handleman The Go-Ahead On CD

This story prepared by Earl Paige and Ken Schlager.

DETROIT Handleman Co. has received a firm commitment from one of its largest accounts, K-mart, to roll out the compact disk. By late September, the rack giant expects to have CDs on full display in more than 2,000 K-mart stores.

For most of the K-mart units, this means the CD will be moving out of the electronics department, where the disks have been locked in display cases.

The new configuration will now be displayed alongside LPs and cassettes in K-mart music departments, where they will become "a very dominantly displayed category with special signage," says Frank Dennessey, president and chief operating officer of Handleman Co., which racks virtually all the K-mart outlets.

The move appears to reflect an-

(Continued on page 88)

Heated Competition Focus Of VSDA Convention

Vid Dealers Seek Tools For Survival

BY GEOFF MAYFIELD

NEW YORK How will the video specialist continue to prosper in the face of increased competition from mass merchants and alternate outlets? That is the primary issue for many members of the Video Software Dealers Assn. (VSDA) as its convention gets underway Sunday through Thursday (24-28) in Las Vegas, Nev.

The expanding universe of dealers offering video product has been well documented. Department stores, bookstores, toy dealers, and other outlets are adding videocassettes to their inventory. Grocery stores and convenience stores—even gas stations and fast food dealers—have jumped into the rental business.

Dan Cohen, executive director of VSDA, says, "What's going on happens in any business as it matures and grows. And as competition grows, it is incumbent on those companies that were pioneers in the field to do what they can to remain in the forefront . . . Certainly, that will be one of the focuses of the convention."

Despite the 2-year-old prediction of a massive shakeout, dealers, suppliers, and consultants say there are several tools to ensure not only survival, but prosperous growth for the sharp video retailer.

- A broader selection of titles than most alternate dealers will be willing to stock, particularly in specialty categories.
- More emphasis on sell-through.
- Customer service. The one-to-one contact between store employee and consumer not only encourages increased sales and rentals, but can also assist in buying decisions.
- The ability of the local dealer to react more quickly to new trends than mass merchants and chains.

Randall Chambers, Southeastern regional sales manager for MGM Home Video, says, "Hundreds and hundreds of outlets like the local convenience stores that are adding

(Continued on page 88)

Video Dealers Are Tense Over Anti-Porn Drive

BY TONY SEIDEMAN

NEW YORK Although all's quiet on the anti-porn legislation front, the recently released report from the Attorney General's Commission on Pornography appears to have succeeded in creating a climate of fear that has some retailers pulling X-rated product off their shelves.

"In certain areas it's had a bitter, chilling effect," says Louis Sirkin, a lawyer with the Cleveland law firm of Sirkin, Pinales & Schwartz who has successfully represented video stores in a number of cases.

Sirkin says the pressure has been building for the past year, and he predicts things are going to get worse.

He says the commission—appointed by Attorney General Edwin Meese—energized a great number of anti-porn groups. "There's going to be a lot of picketing and a lot of protests and a lot of pressure on the

(Continued on page 88)

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RICKY SKAGGS
PLAYS HIS UPCOMING ALBUM
"LOVE'S GONNA GET YA!"

ON WESTWOOD ONE'S GLOBAL ALBUM DEBUT RADIO SPECIAL
~ SEPTEMBER 21ST

RICKY SKAGGS
"LOVE'S GONNA GET YA"

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Tax Reform Seen As Industry Plus

Artists Investment Overhaul Predicted

BY FRED GOODMAN

NEW YORK The large reduction in the top corporate tax rate featured in the proposed U.S. tax overhaul appears to hold benefits for home entertainment manufacturers and retailers However, changes in the tax structure for individuals could have broad implications for the way artists handle their finances, especially if they are in their peak earning years.

Since most entertainment companies have not been using the investment tax credit—which allows generous deductions for equipment—to the extent it is employed by smokestack industries, its demise is not expected to cause the industry any hardship. And many see the decline in top tax rates as a clear improvement (Billboard, June 7).

Although MCA Inc. paid an effective tax rate of 30% last year—lower than the proposed new ceiling of 34%—others, including CBS Inc. and Warner Communications Inc. (WCI), paid substantially greater rates of 43% and approximately 50%, respectively, last year.

At retail, where effective tax rates often run near the top, the benefits of the proposed changes seem to outweigh their drawbacks.

"We're not clear on exactly what it means until we see the final bill," says Jack Rogers, chief financial officer of the 184-store Camelot chain, based in North Canton, Ohio. "But we're still cautiously optimistic that we're going to come out real good

"It's clear we're going to lose some deductions," Rogers adds. "Everybody in an expansion mode loses on the investment tax credit changes." Rogers is also apprehensive about the change that will add purchasing and warehousing costs directly to inventory. "Therefore, we'll have a higher inventory value and more taxes there," he says.

The situation for radio broadcasters is less clear, according to Dana S. DeSirgh, a tax attorney with the Washington, D.C., firm of Baker & Hostetler. DeSirgh, who is writing a series of articles on the tax changes for members of the National Assn. of Broadcasters, calls the package "a mixed bag," citing a drop in the use of major credits along with the reduced corporate rate.

"The investment tax credit has been especially important to broadcasters," says DeSirgh, "and has subsidized up to 10% of machine and equipment costs." She also questions whether stations will have any overall gains, suggesting that the reduced rate may be offset by changes in accelerated cost recovery and the hike in taxes on net capital gains from 28% to 34%

For artists, the new tax plan will mean changes in how they direct and report their income Tax attorney Richard Halperin, a partner in the New York firm of Shea & Gould, says artists' use of loan-out companies—in which they are the sole shareholder in a corporation whose business is to loan out the artists' services—will be curtailed.

Aside from allowing artists to establish retirement plans, loan-out companies have been used to defer tax liability through use of a fiscal year that differs from the calendar year. As an example, Halperin says an artist receiving a large fee for work could have payment made to his loan-out company and defer the payout from the company long enough to kick it into the next fiscal year, postponing taxes for a considerable period.

Additionally, Halperin sees lower retirement payouts for artists who set up their own pension plans and says the use of tax shelters by high-income artists will go by the boards.

On the plus side, Halperin says, the reduced personal income tax rates will be a "bonanza" for some artists, adding that the end of shelters may be positive.

"We've done a lot of shelter litigation," he says, "and there was a tendency with higher tax rates—especially among those artists who were afraid of [commercially] burning out—to foolishly invest in things that were not suited to their needs. Now, you have a chance to accumulate a lot of money: At a true 27% income tax rate, you're left with 73 points In some cases you're talking about a lot of money."

Venue Reads Riot Act Following Melee

Run-D.M.C. Gig Spurs Arena Policy Changes

BY CHRIS MORRIS

LOS ANGELES The Long Beach Arena near here has instituted a prohibitive booking policy in the wake of a near-riot among spectators at a Run-D.M.C. concert Aug. 17.

Los Angeles gang members are being blamed for a series of assaults inside and outside the hall that left 42 people injured, reports say.

The melee came two months after a June 13 Ozzy Osbourne-Metallica date at the venue, at which one man died in an accidental fall and three others were seriously injured in apparent leaps from the Arena balcony.

In a policy statement released the day after the Long Beach Run-D.M.C. show, Arena general manager George Matson said the venue, a site for major rock shows in the L.A. area, will no longer book "any attraction whose patrons have caused or who have a propensity to create situations likely to cause injury to other patrons."

The day after the Long Beach incident, a concert scheduled for that night at the Hollywood Palladium by Run-D.M.C. and tour mates Whodini and LL Cool J was canceled mutually by the group, promoter Avalon Attractions, and Palladium management.

Palladium managing director Dick White calls the cancellation "a precaution," but adds that there were no problems during Run-D.M.C.'s previous appearance at the venue in September 1985.

Run-D.M.C.'s "Raising Hell" tour, named after the group's current hit album, has been living up to its name across the country.

Disturbances, confrontations, and arrests have been reported at tour dates in Atlanta, Pittsburgh, New Orleans, St. Louis, and New York, although arrests initially tied to the latter show have been characterized as exaggerated by police and concert promoters (Billboard, Aug. 9).

While Michael McSweeney, public relations and marketing director for Long Beach's Facility Management Inc., says that Run-D.M.C.'s chances of playing the venue again are "slim and none," he adds that the hall's new policy should not be viewed as a condemnation of any particular musical genre.

"This statement is not a blanket indictment of rap or heavy metal acts," McSweeney says.

"Future concert bookings will be the joint decision of the police, the fire department, and the management company," he says.

A band's track record will determine whether it will play, according to McSweeney: "If it looks like there's been a bad show, there's no way they're gonna be in here."

Representatives of the Long Beach Arena appeared before the Long Beach City Council Aug. 19.

In light of the incidents at the Osbourne and Run-D.M.C. shows, "the City Council is extremely concerned about how booking matters are handled," McSweeney says.

Members of Run-D.M.C., who never actually made it to the Long Beach stage, decried the violence in

(Continued on page 77)

Classical Chart Modified

NEW YORK Crossover product is broken out separately in a revised format of the Top Classical Albums chart, beginning with this issue (see page 56). The move reflects the growing importance of crossovers in the classical marketplace.

The Top Classical Albums chart, which runs every two weeks, now devotes 25 places to "classics" and 15 to "crossovers." Product will thus compete for ranking within its own category.

This is expected to provide a more accurate picture of the relative sales activity of more traditional classical albums as well as of their often pop-oriented crossover cousins.

Classical crossover albums are defined as recordings of nonclassical material (pop, jazz, folk, etc.) performed by classical artists or recordings by pop or jazz artists of specially arranged classical music.

Chain Will Add 100 Stores In Expansion

Target Takes Aim At Entertainment

BY EARL PAIGE

MINNEAPOLIS The 235-store Target discount chain plans to aggressively position home entertainment software as a vital part of its mix. The chain set an all-time-high sales level of $100 million in such goods for fiscal 1986.

The chain also will add more than 100 stores and enter new markets in the next few years.

Revelations about store growth were offered here Aug. 13-15 during the annual convention of Target's six-branch supplier division, Jetco. Heralding expansion was George Jones, senior vice president of general merchandise at the 24-year-old company. "We will be adding a substantial number of new stores in the next few years as we enter new markets and continue to increase our presence in existing markets," he said.

Target will expand dramatically eastward for the first time, announcing six units in Detroit in 1987 and 40 in southern Michigan in the next five years—taking it right into the home grounds of Detroit-based K-mart, which is vying with Sears as America's top retail chain.

A key element fueling the Target/Jetco growth is video, Jetco's fastest growing product segment, at 16%. Compact disks are also mushrooming, at 10%, with accessories strong at 11%. The remaining 63% is combined in LPs, cassettes, and singles.

Target now generates more than 40% of parent firm Dayton Hudson's $8.8 billion annual sales, even though Target operates in just 22 states. Revenues for the Target stores increased 11% and operation profits 18% in fiscal 1985, providing an optimistic note for Dayton Hudson, which just reported disappointing earnings for the first half of 1986.

Adding to the sales optimism is the vigor of both vendor reps and Target staff in the wake of recent organizational changes for Jetco, a division formed nearly four years ago.

Jones was one of two new Target executives with long corporate experience meeting vendors at the convention for the first time. Jones assumed his post, which includes supervision of Jetco, in February. Bill Veeneman moved over from Target to become Jetco's director of marketing and operations just prior to the convention. Veeneman replaces John Farr, who left to form his own marketing firm (Billboard, Aug. 9).

The move to bring a Target staffer over to Jetco is described as positive by Veeneman. "People inside Jetco feel it's recognition for them. Also, it means people in Jetco can aspire to more opportunities throughout the corporation."

In his new post, Veeneman reports to Robert Ulrich, president of Target. Veeneman has served Dayton Hudson in a wide range of capacities. He joined the firm in May 1979 as manager of area research and planning. In June 1981, he was named director of marketing and research for the Dayton Hudson department stores. He returned to corporate in May 1984 to head up new business development.

Reporting to Veeneman are Ted Lentz, new national sales manager and former Northern regional sales manager, and Doug Harvey, manager of purchasing.

Harvey, who came aboard seven months ago, worked briefly with California-based Wherehouse Entertainment and, like much of the Jetco staff, is a veteran of Pickwick Distributors.

Buoying the spirit of Jetco personnel is the attention their convention receives from top-level Target people. This year, Bruce Allbright, Target chairman and chief executive officer, headed the corporate contingent. He accepted a retailer-of-the-year award from Karl/Lorimar, marking sales for the past nine months of $1.2 million worth of "Jane Fonda's New Workout."

All the major prerecorded audio vendors were among those making presentations. Some brought large groups, like WEA, which had 12 representatives. The act the Outfield also attended a business session as part of CBS' presentation.

A team atmosphere permeated

(Continued on page 77)

Inaugurating New Technology. George Curne, left, vice president of Sony Professional Audio, and Ed Blankenbeckler, center, chairman of Seeburg Corp., chat with artist George Benson, who hosted the recent official press introduction of Seeburg's compact disk jukebox, LaserMusic, in New York.

Executive Turntable

RECORD COMPANIES. RCA/Ariola names **Michael Emmerson** president of its Red Seal label in New York. He was president of London Artists, an international artist management firm (See Keeping Score, page 56).

Jeffrey M. Sydney is appointed senior vice president and general manager, West Coast, for PolyGram Records in Los Angeles. He was vice president of music and business affairs for Universal Studios. Also, **Jack Iacchei** is elevated to branch manager, New York/Philadelphia. He was a salesman in the Philadelphia branch.

Gene Wooley is promoted to the newly created post of vice president of

EMMERSON

SYDNEY

WOOLEY

SMITH

recording and quality assurance for MCA Records in Los Angeles. He was director of the division. **Walt Wilson** is named director of marketing for the label's Nashville division, based in L.A. He was upped from regional field sales manager in Dallas.

Eddie Gilreath joins Geffen Records as head of its sales department. He was vice president of sales for Elektra/Asylum.

Tony Smith is elevated to national singles promotion director for EMI America Records in Los Angeles, succeeding **Don Wasley**, who recently resigned. Smith was upped from national album promotion director. Replacing

SINENI

MCKEOWN

PINSON

SETTIS

him is **John Hey**, who was promoted from regional AOR promotion manager, Southwest region.

Andy Allen joins Island Records in New York as director of national album promotion. He was with RCA Records as manager of the same area.

Arista Records in New York names **Nicki Sineni** to associate regional marketing director. She was the label's local marketing manager in Dallas, where she will remain. **Kay McKeown** is promoted to director of a&r administration, West Coast. She was associate director of that area for the label.

Chrysalis Records promotes **Kathee Flynn** to manager of West Coast publicity in Los Angeles. She was marketing coordinator.

Ann Litin becomes national single/sales manager for Elektra/Asylum Records in New York. She was working in several departments for the label.

Rhino Records in Santa Monica makes the following appointments: **Ken Sasano**, national director of marketing; **Bob Cahill**, national director of sales; **Dave Darus**, associate director of sales and marketing; and **Stan Becker**, associate director of press and publicity.

RETAILING/DISTRIBUTION. WEA makes the following appointments: **Peter Knitch**, regional video product manager, Chicago and Cleveland branches; **Brian Harden**, sales representative, Kansas City; **Mike Mullett**, sales representative, Omaha, and **Joani Lowry**, buyer, Chicago and Cleveland branches.

Timothy Olphie joins the advertising department of Record World as

(Continued on page 86)

Five Elected To VSDA National Board

Trade Group Uses Mail Ballot For First Time

NEW YORK Two newcomers are among the five members elected to the Video Software Dealers Assn.'s 20-seat board of directors in the trade group's first-ever election by mail ballot (Billboard, March 11).

Complete guide to VSDA chapters . . . see page 42

First-time VSDA board members are Jim Salzer, owner of Salzer's Video Crossroads in Ventura, Calif., and Brad Burnside, president of Chicago's two-store Video Adventure.

Arthur Morowitz, founder and president of the 15-store Video Shack chain here and the current national vice president of the trade group, was re-elected to the board. Through VSDA's typical order of succession, he likely will become the group's new president when officers are elected Wednesday (27) at the organization's annual convention in Las Vegas.

Also returning are incumbent Frank Barnako, former two-time national president, and Joan Weisenberger, who served as an alternate on last year's board. Barnako is president of seven-store The Video Place based in the Washington suburb of Herndon, Va.; Weisenberger owns In Home Video, a two-store operation based in Riverside, Calif.

Four of the five members are elected to three-year terms. Burnside has a two-year term.

Votes were tabulated by the accounting firm Laventhol & Horwath. Previous elections were conducted at VSDA's annual convention.

Although Morowitz was a founder and charter member of the trade group and keynoted its first convention five years ago, his re-election came as something of a surprise to some industry observers.

Despite his long-standing involvement with VSDA, some insiders wondered if his affiliation with the supplier side of the industry—his enterprises include the eight-branch Metro Distribution and A&H Sales—would alienate the many smaller dealers in the trade group. However, now that he has gained another term, he is considered highly likely to replace John Pough as president.

Less clear is the race for the vice presidency. Board members Jack Messer, of The Video Store in Cincinnati; Dave Ballstadt, of Adventures In Video in Minneapolis; and board secretary Jim George, of San Francisco Home Video, are said to be actively seeking the office.

GEOFF MAYFIELD

RCA/Ariola, Jive Pact

NEW YORK RCA/Ariola, confirming widespread speculation, has inked a broad licensing agreement with U.K.'s Jive Records.

Under the terms of the agreement, as reported by Elliot Goldman, RCA/Ariola president and CEO, and Jive chief Clive Calder, RCA/Ariola will market Jive product in the U.S., Canada, Latin America, and parts of Europe.

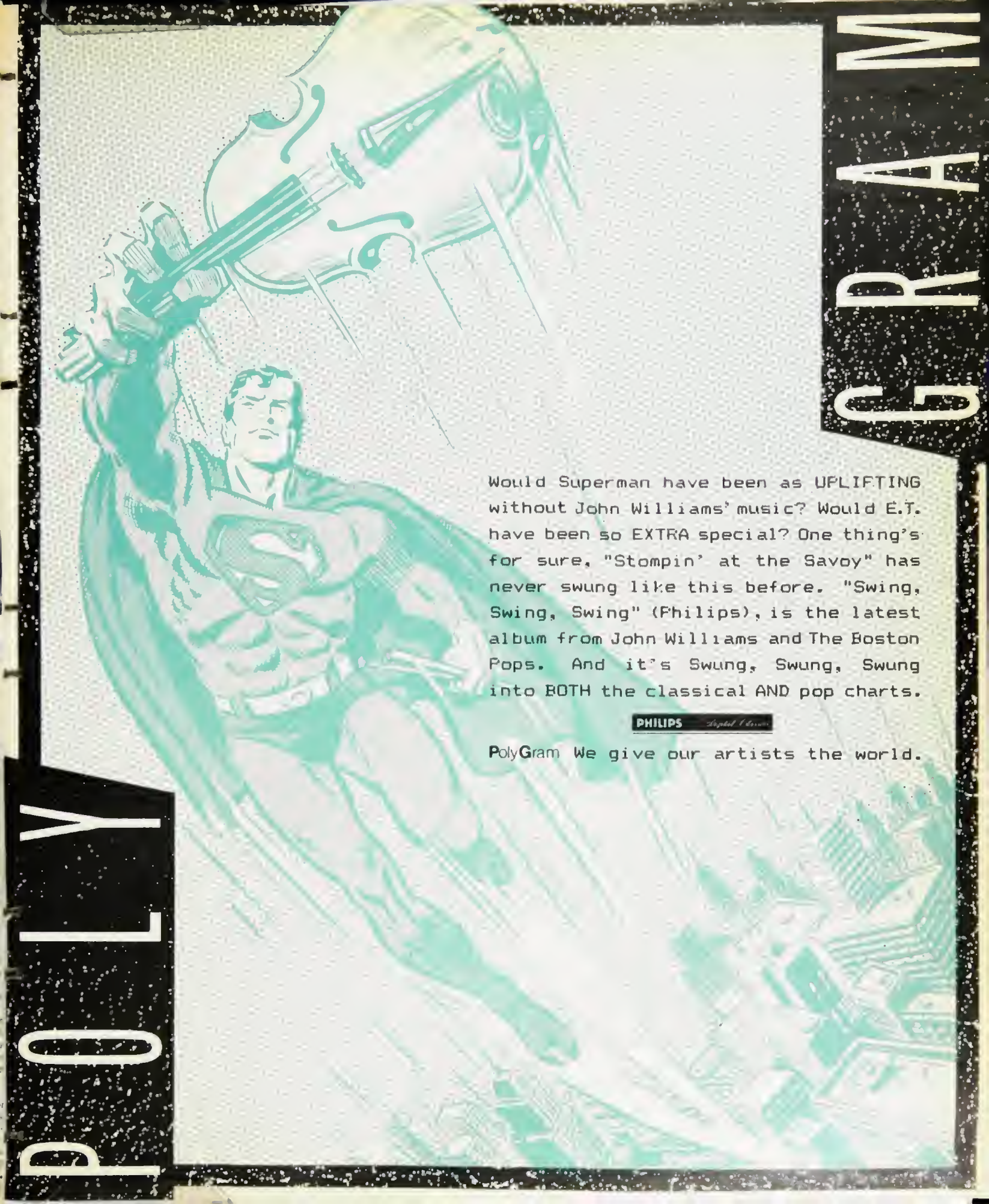
Although the deal ends Jive's association with Arista Records, two key label acts, Billy Ocean and Whodini, continue to be marketed by Arista in the U.S. Product by both acts continues to flow through RCA/Ariola/A&M/Arista Distribution.

In Europe, the deal gives RCA/Ariola licensing rights in France and Spain, while Jive continues individual agreements in other markets.

Jive is a unit of U.K.'s Zomba Group of companies, which is also involved in music publishing, management, studios, video, book publishing, and other ventures.

Besides Ocean and Whodini, Jive's current roster includes Jonathan Butler, Samantha Fox, Precious Wilson, Ruby Turner, A Flock Of Seagulls, Millie Jackson, Vanessa Bell Armstrong, Mama's Boys, and the Real Things.

IRV LICHTMAN


POLYGRAM
Would Superman have been as UPLIFTING without John Williams' music? Would E.T. have been so EXTRA special? One thing's for sure, "Stompin' at the Savoy" has never swung like this before. "Swing, Swing, Swing" (Philips), is the latest album from John Williams and The Boston Pops. And it's Swung, Swung, Swung into BOTH the classical AND pop charts.
PHILIPS
PolyGram We give our artists the world.

U.K. Trade Terms Rile Retailers

Major Labels Cut Return Allowances

BY NICK ROBERTSHAW

LONDON New trading terms introduced this summer by major labels, among them CBS, EMI, PolyGram, and, most recently, RCA/Ariola, have provoked fierce protests from some sections of the U.K. retail business.

High Street chains HMV, Our Price, and Virgin have reportedly banned some sales representatives from their stores.

CBS was first to move, with revised terms—which went into effect July 1—that it claimed would benefit dealers and stimulate demand for music. The 5% return allowance for LPs and cassettes was eliminated, and what CBS called the "archaic" 2.5% cash-settlement discount was abolished in favor of 30-day net payment.

In an effort to compensate for the actions, dealer prices for its three main pop album categories were reduced by about 8%.

PolyGram was next to remove cash-settlement discounts, and it reduced the dealer cost of full-price LPs and tapes by 3% The 5% returns allowance was retained but is now calculated separately for singles and albums.

EMI subsequently announced that it too would abolish settlement discounts effective Aug. 1 and would reduce the returns allowance to 2.5% of total purchases. Dealer price of LPs, cassettes, and singles would be reduced by an average of 5%.

RCA/Ariola has also introduced revised trading terms, set to go into effect Sept. 1. Cash-settlement terms are to be met monthly, and dealer price of full-price product will fall by about 3%. But instead of reducing returns allowances, the company has increased its privilege returns scheme from 5% to 6% on all singles, new-release LPs, and special promotions

Says RCA/Ariola sales director Dave Harmer: "On most volatile lines, dealers need the privilege scheme to have the confidence to stock new product in depth."

Dealer reaction to these changes has been mixed, at best. Some record companies report letters of sup-

(Continued on page 90)

Manager's Milestone. Personal manager Michael Lippman, right, celebrates his 40th birthday with Norm Pattiz, left, and Mary Turner, both with Westwood One, and RCA Records' Bob Buziak Among the other notables who turned out for the Beverly Hills, Calif., bash were Melissa Manchester, Don Henley, Bernie Taupin, Barry Manilow, and Brian Setzer

MCA Makes Tape and Vinyl Quality A Higher Priority

BY JIM McCULLAUGH

LOS ANGELES MCA Records has embarked on an ambitious campaign to significantly upgrade the technical quality of its albums and cassettes. This endeavor was recently punctuated by the creation of a vice-president slot for recording and quality assurance.

"This is a priority that comes from the top, Irving Azoff and Myron Roth," says Gene Wooley, who has been directing recording and quality assurance for MCA for the past two years at the label's MCA/Whitney recording/mastering complex in nearby Glendale Prior to this position, he was a Capitol Records staff engineer The commitment to upgrading began soon after Wooley's arrival at the label. Wooley confirms that it was a time when the label did not enjoy the best cassette or vinyl reputation

"It's time to let people know what's going on, particularly since we have a large saturation of product out there now, and the independent feedback from the professional recording community here has been praiseworthy. In addition to MCA product, I.R.S., for example, was concerned about quality and we are giving them that quality."

MCA manufactures cassettes and presses records at its Gloversville, N.Y., facility, and also presses records at its Pickneyville, Ill., facility, which is also a distribution and compact disk packaging center

MCA uses outside vendors for CD manufacture and is not building a CD plant. However, to widen the scope of the MCA/Whitney facilities, a CD computer will be acquired from The Record Group for the purpose of monitoring CD masters. MCA plans to do its own CD mastering in the future

"That way we will have possession of the CD master at all times, can check it against the master tape it was duped from, and check the finished product against that. Now I have to get three CD masters from three plants to ensure their integrity," says Wooley

In its campaign to upgrade the quality its product, MCA gave cassettes top priority

(Continued on page 90)

Wal-Mart Picket Set For October

MIA Opposes Censorship

NEW YORK Music In Action (MIA), a new industry organization to fight censorship in popular music, is planning a protest as its first action at a yet-unannounced Wal-Mart location in mid-October The Wal-Mart chain recently banned 32 rock magazines and a number of records from its stores

MIA is also planning to target political candidates "who oppose musical freedom" and work actively against their election A representative of the association says MIA will be coordinating its activities with other pro-free-speech groups, including the new Americans for Constitutional Freedom.

Members of MIA include artists, publishers, managers, record company personnel, and music fans. Charter members are Alan Grubman, founding partner of Grubman, Indursky, and Schindler; Miles Copeland of I.R.S Records; Danny Goldberg of Gold Mountain Records; Steve Leber of Contemporary Communications; Charlie Kendall of WNEW-FM, Mike Shalett of the StreetPulse Group, Mike Sigman of the L.A Weekly, Virginia Lohle, president of the Starfile photo agency; Charley Prevost of Chrysalis Records, and recording artists Sheena Easton, Ted Nugent, and John Waite.

MIA's steering committee consists of David Krehs of Contemporary Communications; Bob Guccione Jr., publisher of Spin magazine; and publicist Howard Bloom

CHART BEAT

by Paul Grein

STEVE WINWOOD lands his first No. 1 pop hit this week with "Higher Love." The breakthrough comes 20 years and six months after he first cracked the Hot 100 with the **Spencer Davis Group's** "Keep On Running." Only two acts have had longer gaps between their first chart appearances and their first No. 1 hits: **Tina Turner** (24 years) and **Robert John** (20 years and 11 months).

Winwood is managed by **Ron Weisner**, who also manages the act at No. 2 this week, **Bananarama** The act at No 3—**Madonna**—is signed to Weisner/DeMann Entertainment, but her principal manager is **Freddy DeMann**. As we pointed out last week, DeMann also manages **Peter Cetera**

This means that between them Weisner and DeMann manage the acts responsible for the last three No. 1 singles. That string could easily extend to four straight No. 1 hits if Bananarama's "Venus" is the next No. 1 Not bad for managers who were dropped three years ago by **Michael Jackson**, then the hottest act in the world.

Winwood's hit is the fourth consecutive No. 1 single on a Warner Bros. custom label. The Island recording follows **Peter Gabriel's** "Sledgehammer" on Geffen, Cetera's "Glory Of Love" on Full Moon, and Madonna's "Papa Don't Preach" on Sire. The two No. 1 hits before "Sledgehammer" were also WEA releases: **Simply Red's** "Holding Back The Years" on Elektra and **Genesis'** "Invisible Touch" on Atlantic

We'll close with an observation by Paul Lockwood of Madagascar Music Management in New York Lockwood notes that "Higher Love" is the second No. 1 single in less than four months on which **Chaka Khan** has played a key supporting role. Khan, who sings backup vocals on "Higher Love," provided the vocal arrangement on **Robert Palmer's** "Addicted To Love"

Concludes Lockwood: "It's a time this extremely talented vocalist got her *own* No. 1 hit."

LIONEL RICHIE this week becomes the first act to amass nine top five pop hits in the '80s. He accomplishes the feat as "Dancing On The Ceiling" edges up one notch to No. 5. **Air Supply** and **Madonna** have each earned eight top five pop hits so far in this decade.

Winwood is No. 1 20 years after chart debut

Richie's "Dancing On The Ceiling" album debuts at No. 21 on the Top Pop Albums chart. That's six notches lower than the No. 15 debut of his previous album, "Can't Slow Down." The likely reason. The current hit doesn't seem to be as strong as "All Night Long," the lead-off single from the last album, which hit No. 1 the week the album debuted

HOT 100 FACTS **The Beatles'** "Twist And Shout" returns to the top 40 this week, 22 years and three months after dropping out The record—revived by its inclusion in the hit film "Ferris Bueller's Day Off—peaked at No. 2 the first time around and is now bulleted at No. 39

Carl Anderson & Gloria Loring's "Friends And Lovers" jumps to No. 6 this week, joining a select group of top 10 hits that owe their success to exposure on TV soap operas. The song, featured on NBC-TV's "Days Of Our Lives," follows **Herb Alpert's** "Rise," **Patti Austin & James Ingram's** "Baby, Come To Me," and **Christopher Cross'** "Think Of Laura," all featured on ABC-TV's "General Hospital."

Michael McDonald's "Sweet Freedom" jumps to No. 7, two months after his duet with **Patti LaBelle**, "On My Own," reached No. 1. This marks the first time McDonald has ever had two top 10 hits in the same year. "Sweet Freedom" is the ninth top 10 pop hit for writer **Rod Temperton**, following **Heatwave's** "Boogie Nights" and "The Groove Line," **George Benson's** "Give Me The Night," the **Brothers Johnson's** "Stomp!," **Austin & Ingram's** "Baby, Come To Me," and three hits by **Michael Jackson**: "Rock With You," "Off The Wall," and "Thriller."

And **Huey Lewis & the News'** "Stuck With You" jumps to No. 9, making this the fifth consecutive year that the group has earned at least one top 10 hit. Only two other acts have established this consistency for the last five years: **Lionel Richie** and **John Cougar Mellencamp.**

WE GET LETTERS: James A. Geoghan of Manhasset, N.Y., notes that when Madoona reached No. 1 on the Hot 100 Singles and Top Pop Albums charts simultaneously for the first time two weeks ago, she was celebrating her 27th birthday. That is not a bad present. Geoghan also points out that all four of Madonna's No. 1 pop hits have had three-word titles: "Like A Virgin," "Crazy For You," "Live To Tell," and "Papa Don't Preach." Her only three-word title to fall short of No. 1 was "Dress You Up," which peaked at No. 5. Concludes Geoghan: "If Madonna is superstitious, the best bets from her new album to be her next single would be 'Open Your Heart,' 'La Isla Bonita,' and 'Where's The Party.'"

Ronn Trice of Washington, D.C., notes that four No. 1 black hits so far this year have posed questions in their titles: **Whitney Houston's** "How Will I Know," **Janet Jackson's** "What Have You Done For Me Lately," **El DeBarge's** "Who's Johnny," and **Anita Baker's** "Do You Get Enough Love." Where are answer records when we need them?

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Is Porn The Only Issue?

FIGHTING THE CLIMATE OF CENSORSHIP

The following is excerpted from an interview conducted by Billboard's Chris Morris with Christie Hefner of Playboy Enterprises, keynote speaker at this year's Video Software Dealers Assn. convention in Las Vegas.

Q: What is your reaction to the report from the Attorney General's Commission on Pornography?
A: I think that the lasting impact of the report, potentially, that has got to affect a group like VSDA, is not really what is in the report itself as much as what it does for the environment in which everyone does business. Because they are ultimately on the line, if retailers interpret the report as a legitimization of extreme pressure groups' right to dictate their merchandising mix, then it won't matter what the majority of consumers want in terms of choice. We will have self-censorship.

If, on the other hand, merchandisers, be they bookstores, magazine distributors, video distributors, record stores, etc., retain a general sense of the community being defined by what is marketable in their stores, then I think we will weather this short-term issue.

The issue is being used for political purposes by this administration. They have a constituency that has a very repressive agenda on a number of issues, and most of them, from abortion to school prayer, have not gotten anywhere in the courts or the legislature because they don't reflect people's attitudes.

Q: So, in other words, a major responsibility for combating these forces lies with the video dealer.
A: Retailers, because they are the ultimate funnel, can really determine whether or not we're going to preserve the freedom of choice that has been the hallmark of a free-market society and a hallmark that conservatives especially ought to be supportive of. After all, conservatives keep talking about getting the government out of business.

Q: Do you see the current focus on so-called pornography exploding out beyond attacks on magazines such as Playboy and the adult video industry?
A: I think that editorial writers across the country quickly recognized that this was not an issue that was Playboy, nor an issue that was simply nudity or sexuality. This truly was an issue of controversy, and that if we were going to allow groups of people to suppress something they find unpleasantly controversial, that label of controversy could be applied to so much else of what's out there.

I think that further evidence of how broad that could become is the literature of the groups themselves.

'Major responsibility for combating these forces lies with the video dealer'

Christie Hefner is president of Playboy Enterprises.

Have you ever seen a copy of the journal of the National Federation of Decency, which is sort of the leader of the picketing? The way they do business is to get their members to send letters to the homes of the heads of companies who are either advertisers or retailers of the products they disapprove of.

I'm not exaggerating when I tell you that on their targeted list is everything from "Golden Girls," because it treats as acceptable sex outside of marriage, to "Hill Street Blues," to "Night Court," to Playboy, to Sports Illustrated's bathing suit issue, to Harper's Bazaar. There is very little that is left, let me tell you!

So, I do think it's very clearly a broader issue. Also, those of us who are not so concerned about what our neighbors read and see sometimes forget how much our own attitudes as a society have relaxed with regard to language and nudity and sexuality. And the people who are literal interpreters of the Bible have not changed their views along with the rest of us since World War II.

So forget the adult video business. How do you think that group of people feels about "About Last Night" or "9½ Weeks" or "Body Heat" or a Richard Pryor film? Or any film that has attitudes or behavior that they feel God did not bless?

So you certainly can see that a vulnerable target in all this is the adult industry, but I think that in many ways the more vulnerable target is the more mainstream industries. And that's really what we saw at Playboy.

It's fine for the rhetoric to say, "What we're really after is the most explicit material, the violent, explicit material," but in reality most of that material—magazine or video—is sold in out-of-the-way stores which are adults-only establishments. And those establishments don't care if there's somebody picketing their store. In fact, they probably like it.

The kinds of material that is sold in convenience stores and drugstores, which is the more mainstream material, is the kind of material that gets penalized, because those are the stores that are frightened of the letters and the pickets.

Q: What do you see as the possible consequences of acquiescence to pressure groups on the part of video retailers?
A: If you accede to prohibitionists the right to dictate your merchandising policy, they're not likely to go away the first time you give in. Quite the contrary. They're going to say, "We have leverage here," and they're going to be back with their next list of material, whether it's music magazines or whatever.

Q: What would you see as an agenda on the part of those who might be faced with actual law enforcement action?
A. There are organizations, from the Media Coalition to the American Civil Liberties Union, that provide, on a local level, tracking of law enforcement and of legislators in these areas.

What often happens, from what I've seen over the years, is that retailers are threatened with actions that can't be really followed through on, but the threat has the same effect: "If you don't stop selling such and such, we'll prosecute you," and in fact what they would prosecute them for is not obscene material. But the retailer says, "Gee, it's not worth the hassle. I have to live in this community."

So one of the things that has to happen is that retailers have to become participants in those legal organizations that monitor and can provide support for them so that they have somebody they can phone and say, "I had a sheriff come in here and say such and such. Is that really true? Can I be arrested for this?" And so that somebody can say, "No, that isn't true, and here's what your rights are."

Secondly, I think a lot of what has to happen is public education, allowing the real majority that's out there to speak its mind. I think that customer surveys can be very useful in that regard.

The Lawsons chain, which is a magazine retailer, was under absolutely comparable pressure to the 7-11 stores in the height of all this brouhaha. Where the 7-11 people reacted, I think, prematurely, the Lawsons people said, "Okay, we've gotten these letters and these protests, but we've also been selling a lot of copies of Playboy and Penthouse. It seems to us that maybe our customers don't mind them be-

(Continued on page 64)

Letters to the Editor

BONUS TRACKS ON CD

It was disturbing to read about the CBS/Bob Sherwood decision to stop including bonus tracks on new compact disk releases (Inside Track, July 26). This was done, presumably, because LP buyers feel they are getting the short end. Ha.

What Mr. Sherwood seems to have forgotten is that the CD buyer pays anywhere from $6-$10 more and often has to wait four to six weeks longer for receipt of purchases. Besides, one of the reasons the CD is so desirable is its extra playing time.

If anyone is shortchanged it is the CD customer, who gets only 30 minutes out of the 70-plus minutes of real time possible.

A possible solution to the problem may be to release the extended CDs first and then put out a 10-cut "highlights" album four or five weeks later at a discounted price of $7 or $8.

Michael A. Focarile
Bronx, N Y

DUMPING FREELOADERS

Let's not have any more B sides. And one-sided 45s should have to sell one million copies before the song appears on LPs, also one-sided. The LP would then hold five or six cuts, all million-sellers, a bargain for consumers.

Under such a system, B-side "parasite" songs would not be able to profit from the sales of the hit song. The undeserving would no longer be able to freeload.

Le Roy De Gregory, Manager
Hob & Nob Music Publishers
New York

DRUGS AND ILLITERACY

I agree with Sheila Davis when she states that we are a "nation one-third functionally illiterate" (Commentary, July 26).

I feel that one of the reasons, if not the main reason, is the widespread use of drugs. This is especially true of the so-called soft drugs, since many consider them harmless, tending to justify their use even more.

Drug use in junior and senior high schools, and even in grade schools, has reached epidemic proportions. No learning can occur if our kids are sleepwalking through their courses.

We have a very powerful soapbox in the entertainment industry. And opinion leaders have a responsibility to make drug-taking uncool. If we don't, we will have to accept a good part of the blame for an illiterate society.

Neal Fox, President
Foxalot Music
San Diego

Articles and letters appearing on this page serve as a forum for the expression of views of general interest. Contributions should be submitted to Is Horowitz, Commentary Editor, Billboard, 1515 Broadway, New York, N.Y. 10036

WMMS PD Leaves For Consultancy

Gorman With Market Leader 13 Years

BY KIM FREEMAN

NEW YORK "I'm not content to become the custodian of a successful station," says John Gorman in the wake of his bold resignation from the operations manager/program director post at WMMS Cleveland, which comes after 13 years with the market-leading, rock-oriented top 40 station.

Gorman and WMMS assistant program director/evening man Denny Sanders turned in their resignations Aug. 15. Gorman will now devote his efforts full time to his Gorman Media consultancy here, which Sanders is joining. The two have worked together for most of the last 17 years.

"We knew this was in the wind for quite some time," says Malrite vice president of programming Jim Wood. Several WMMS in-house promotions were made five weeks ago (Billboard, July 19) in preparation for Gorman's probable exit, Wood says. Music and creative services director/afternoon man Kid Leo will serve as interim PD. Wood says Leo is a strong candidate for a permanent post, although Leo's afternoon drive commitment may stand in the way.

"It's a tremendous credit to John that, to the listeners' ears, there will be no indication that John is gone," says Wood. "There are so many people who've been here for so long that the station just hums right along."

"We've accomplished every goal we'd set out to do. WMMS has won just about every award except the Pulitzer Prize," says Gorman. Simultaneously with his WMMS duties, Gorman has been running his consultancy for a year and a half. His clients include KWK St. Louis and WPHD Buffalo, N.Y.

"I've had chances to expand it, but that's been prevented because of the time demands at WMMS," he says. Gil Rosenwald, executive vice president and radio division president of WMMS parent Malrite Communications "was not overjoyed with my consulting since I started my own firm," says Gorman. "But he never pushed me to have it or not have it."

'We accomplished everything we set out to do'

Gorman says he asked Malrite for a group programming position, "but I never got a definite answer. And there just came a time when I couldn't wait any longer."

Gorman was consulting for Malrite's KSRR Houston, and both he and Wood say a future consulting alliance between Gorman Media and Malrite—most likely with KSRR and WMMS—is almost a foregone conclusion.

On the timing of his resignation, Gorman says he's been "agonizing" over it for a year but was pushed in the last three months by the "number of [consulting] opportunities that presented themselves."

In the past month, there have been rumors that Malrite would sell WMMS, which corporate officials adamantly deny. "I don't know what to make of those rumors myself," Gorman says. "But that had nothing to do with my decision. It's pure coincidence."

Gorman says he and Sanders do not expect to take on any additional clients for two to three weeks. The company's maximum roster will be 12-15 clients. "I don't want to pick up stations like a K-mart or a McDonald's. I'd rather think of us as a Neiman Marcus."

As for formats, Gorman says, "I don't think we are limited to AOR or CHR. I do have an affection for the [album rock/top 40] hybrid we're doing in Cleveland and Buffalo—sort of an adult CHR."

Reminiscing about his tenure with WMMS, Gorman says, "When I came here in July 1983, Denny and I looked at the most recent ratings. If you tipped it upside down, WMMS was on top." WMMS was one of the early progressive FM stations. Gorman says his theory, then and now, is "if you create active radio, you'll get active listeners."

"Denny and I were lucky enough to experience incredibly creative radio in Boston—where we grew up—during the '50s and '60s. Back then, it was WMEX and WBZ battling it out."

Sanders joined WMMS in 1971. When Gorman arrived in 1973, the two went about altering WMMS' then-progressive FM approach. "We knew we should be playing a wide variety of songs, and we were unusual in the '70s in that we were playing a lot of black and oldies records, plus some pop when it fit in, i.e., Billy Swan's 'I Can Help' and the Isley Brothers' 'Harvest Of The World' and 'That Lady.' We've always been avidly against the term 'narrowcasting.' It's another word for limiting."

By mid-1975, Gorman says, WMMS "was beginning to make itself known in the market. There's a statistic somewhere that says WMMS has been No. 1 [for] 18-34 for 40 straight Arbitrons. Since fall 1983, WMMS has led the market in overall shares, always with double digits. We had several No. 1 books before that, but were flipping with WQAL and WDOK."

Also in the fall 1983, WMMS shook up the industry by starting its gradual shift from album rock to top 40. "It was a tough battle convincing Malrite to make the change. They kept saying we'd confuse the clients, but I said we were already confusing them by calling ourselves an AOR, when we really couldn't be lumped in with most AORs.

"It's been an amazing 13 years," Gorman continues. "There's an incredible team of people at Malrite. I call the WMMS crew the Boston Celtics of radio." Wood has similar praise for Gorman. "We're proud as heck of John about this," he says.

Asked whether an irresistible offer could lure him back to a local radio post, Gorman says, "One thing I've learned in the business is that nothing is impossible. I *never* say never."

...newsline...

PAUL FIDDICK joins Heritage Communications as radio division president as the Des Moines company prepares for its acquisition of six stations from Rollins Communications. Fiddick was president of Multimedia's radio division for four years.

ANDY DENEMARK is promoted to director of programming for NBC Radio Entertainment and the Source. He replaces Frank Cody, who left two weeks ago to program KMET Los Angeles. Denemark joined NBC in February 1980, and, most recently, was manager of program administration for NBC Radio Entertainment. Prior to joining NBC, Denemark held an affiliate relations post with DIR Broadcasting and was PD at WVBR-FM Ithaca, N.Y.

TRANSTAR RADIO NETWORKS creates a new division, Transtar Special Programming. Heading up the division is Mike Harvey, a three-year Transtar veteran who hosts the network's "Super Gold" show. With the expansion, longtime broadcast veteran Gary Taylor joins as senior vice president and general manager of Transtar Radio Formats.

KSLD/KWK St. Louis will be sold by Robinson Broadcasting to Chase Broadcasting for $6.9 million, pending FCC approval. Chase adds the classic hits/top 40 combo to its roster of WTIC-AM-FM Hartford and WSTC/WSYR Stamford, Conn. H.B. LaRue Brokers handled the deal.

CHRISTOPHER CONWAY is named president and general manager of Gannett's oldies/top 40 combo KSDO-AM-FM San Diego. Conway was GM of KSDO-FM from October 1983 to June 1984, then ran his own advertising and promotion firm in St. Louis. He returns to San Diego to replace Jim Price, who joined KYXY San Diego three weeks ago.

GARY WEISS joins Metroplex Communications to serve as president/general manager of its soon-to-be-acquired WKIX/WYLT Raleigh/Durham, N.C. He was general sales manager of WHBO/WNLT Tampa.

OUT OF THE BOX

Programmers reveal why they have jumped on particular new releases.

TOP 40

"San Francisco is a strong urban and new-music market, so Nu Shooz's **'Point Of No Return'** (Atlantic) fits our sound real well," says KITS program director **Richard Sands**. Another song that's doing well in the Bay area is Art Of Noise's **"Paranoimia"** (Chrysalis), the track featuring Max Headroom. "It's a strange record that catches your ears," Sands says. Surprisingly, the most requested song is an album cut by Run-D.M.C titled **"You Be Illin'"** (Profile). KITS is still hot on the group's first single from its "Raising Hell" album, "Walk This Way," but, says Sands, "This one has less rap and more of a melody to it." New Edition's remake of the Penguins' classic **"Earth Angel"** (MCA) is receiving several phone requests, as is the Beatles' **"Twist And Shout"** (Capitol).

LINDA MOLESKI

Personality Formatting: The Wave Of The Future?

BY JOE TRELIN

NEW YORK High-profile personalities, once the exclusive calling card of the top 40 format, are playing a bigger part in the success of various album rock outlets—to the point that talk takes up more time than music tracks on several drive time—mostly morning—shows.

As high-profile talents begin to rival the music itself as album rockers' kingpins, a paradox arises: How can a rock radio station maintain a rock image while playing a minimum of rock in select shifts?

In New York, Howard Stern has had a powerful impact as morning man at album rocker WXRK "K-Rock." Program director Pat Evans says Stern's style, which encompasses a controversial brand of humor and little music, does not compromise her listeners. "First of all, people tolerate more in the mornings, so we can get away with less music," Evans says. "But Howard does maintain a rock image. His topics are often rock-related, he covers the things a music listener is interested in and he does a credible job with the rock interviews in his show. When Howard does play music he picks it himself, lets the listeners know why, and they like his taste because he chooses rock songs. I think K-Rock's listeners are Howard's listeners, and everyone else we get is a bonus."

WLUP "the Loop" Chicago PD Greg Solk says, "The greatest day in my radio career was when I came to WLUP and kicked out that three-words-an-hour nonsense that was going on here." His vision brought nonrock personalities Jonathon Brandmeier, Steve Dahl, and Garry Meier to the Loop, and they helped him facilitate a change from an 18-24-geared hard rocker to a powerhouse with an older skew.

Solk admits, however, that the shtick-heavy morning and drive slots do cost him listeners. "You've got to take the good with the bad," he says. "The good is that we're pulling great numbers. The bad is that we're not playing music. It's hard to maintain the same image with your audience. Yes, we've lost some listeners who want to hear more music, but we've gained four for every one we've lost, and I'll take that trade. We're trying to serve an older audience, and this is what they want."

There are two main reasons behind the emphasis on personalities. On a programming level, there is a glut of stations playing similar music in many markets. Says Solk, "We wanted to do something different. You can hear the new Huey Lewis song on nine of any 10 music stations in the market."

The second is, if not obvious, predictable—money. Solk adds, "After getting a large share in the drive dayparts financially, it almost doesn't matter what you do during the rest of the day."

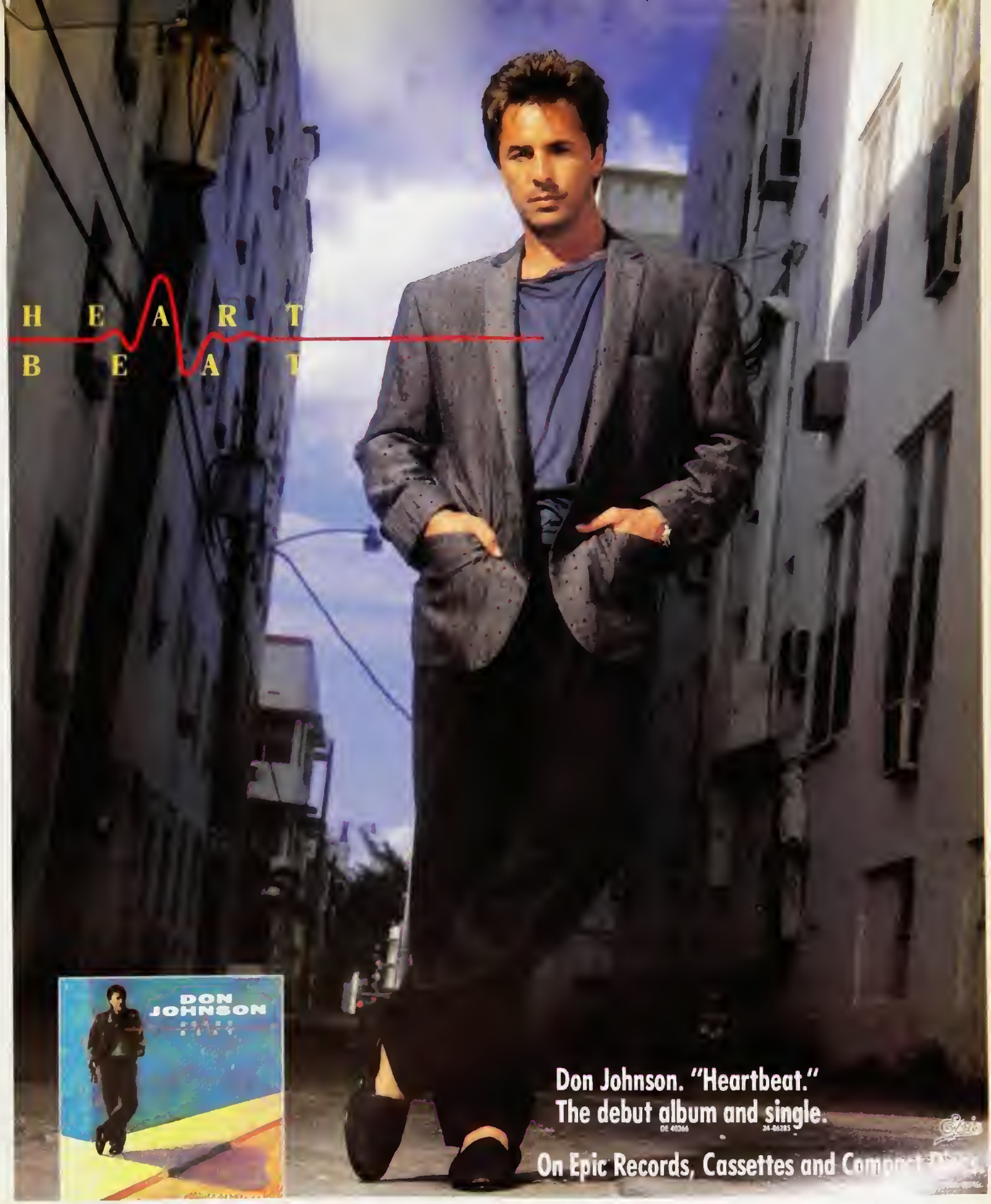
But if money is the prime motivation, traditional thought is that top 40s are better suited to exploit their personalities. The limiting nature of album music makes broad recycling of listeners impractical. Or as WMMR Philadelphia PD Ted Utz puts it, "By noon they're all gone."

For example, Rick Dees' talent and humor have a very broad appeal, but could an album recycle his listeners the way KIIS-FM Los Angeles' Mike Schaefer does? "When we promote KIIS, we promote Rick Dees. We want listeners to think the rest of the station is just like him. Personality radio is always the winner in a market because it appeals to the greatest amount of people, regardless of musical taste."

Another way top 40s use personalities is in effective music dayparting. In Tampa, WRBQ-AM-FM has gained a reputation as one of the most innovative personality-oriented stations in the country. Operations manager Mason Dixon says he uses his air talents to give consistency to the station while attracting broad ranges of people by changing the music.

"Different people listen at differ-

(Continued on page 19)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Don Johnson. "Heartbeat."
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WESTWOOD ONE RADIO NETWORKS

P R E S E N T

EMERSON LAKE & POWELL

ON TOUR

August

8/15 El Paso, TX
8/17 Norman, OK
8/19 New Orleans, LA
8/20 Houston, TX
8/21 Dallas, TX
8/23 San Antonio, TX
8/24 Austin, TX
8/26 Kansas City, MO
8/27 St. Louis, MO
8/28 Nashville, TN
8/30 Memphis, TN
8/31 Louisville, KY

September

9/01 Cincinnati, OH
9/03 Toronto, Canada
9/05 Montreal, Canada
9/06 Quebec City
9/08 Ottawa, Canada
9/11 New Haven, CT
9/12 Philadelphia, PA
9/13 East Rutherford, NJ
9/15 Portland, ME
9/16 Mansfield, MA
9/17 Providence
9/19 Largo, MD
9/20 New York, NY
9/22 Pittsburgh, PA
9/23 Cleveland
9/25 Charleston
9/27 Hampton, VA
9/28 Richmond, VA
9/30 Johnson City, TN

October

10/02 Atlanta, GA
10/03 Jacksonville, FL
10/04 Lakeland, FL
10/05 Miami, FL
10/12 Charlotte, NC
10/14 Greensboro, NC
10/17 Detroit, MI
10/18 Indianapolis, IN
10/19 Chicago
10/21 Madison, WI
10/22 Milwaukee, WI
10/23 St. Paul, MN
10/25 Denver, CO
10/27 Salt Lake City, UT
10/28 Albuquerque, NM
10/29 Tucson, AZ
10/30 Tempe, AZ

More dates to follow!

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Announcing the spectacular return to the live concert stage of Emerson, Lake and Powell. Beginning on August 15th in El Paso Texas, and continuing for 65 incredible dates throughout the remainder of 1986. The legendary compositions and concert artistry of Keith Emerson and Greg Lake, now joined by drummer Cozy Powell, will rock America's concert halls to their foundations.

The unmistakable sound of Emerson, Lake and Powell, projected through a massive sound system and augmented by a state-of-the-art light show, will bring concert goers to their feet. And Westwood One will be there all the way, commiting all of the resources unique to a Westwood One tour sponsorship: Local station promotions, E.L.P. Tour Updates in appropriately-formatted regular programs, an hour-long E.L.P. music and interview special and, of course, a spectacular concert broadcast.

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WESTWOOD ONE RADIO NETWORKS

VOX JOX

by Kim Freeman

DAVE POPOVICH is going to stay on at **WRMR/WLTF** Cleveland as operations manager and WLTF program director after all (Billboard, July 19). Popovich was scheduled to leave the MOR/lite rock combo during August and form his own consultancy. Now, he gets the best of both worlds: He'll be free to consult a few outside clients while operating the combo.

JOHN YOUNG resigned his PD post at **WZGC "Z-93"** Atlanta. **Bob Case**, longtime PD at First Media sister station **KUBE** Seattle, arrived last week as Young's replacement. A five-year veteran of the top 40 outlet, Young is forming his own production company, encompassing a variety of station and voice-over services. "John started talking to me about this in April," says Z-93 GM **Paul Nugent**.

Nugent denies talk that Young's status at Z-93 was contingent upon results of the spring book. The once dominant Z-93 slipped to a 6.1 overall 12-plus share in that book. In spring of 1985, Z-93 led the market with a 12.1 share.

The GM says Case came to his attention during a search for an operations manager started six months ago. "We wanted someone to oversee programming with John, but especially to concentrate on marketing," says Nugent, noting the increased competition in Atlanta. Case was a candidate for that post and a natural replacement for Young.

RICK FREEMAN is out as station manager at top 40 outlet **WDGC** Raleigh-Durham, N.C. The ousting followed a restructuring move at WDGC. GM **Sandy Smith**, PD **Mike Edwards**, and MD **Candy Wright** remain in their posts.

At import-oriented **WLIR** Long Island, **Larry "the Duck" Dunn** moves from mornings to nights, to make his duties as assistant program director a little less stressful.

Popovich stays on at WRMR/WLTF

Remaining true to WLIR's "dare to be different" motto, **Malibu Sue** flips from nights to mornings, making her one of very few women to host a contemporary morning show. The musical shifts also give VP of programming **Denis McNamara** more time off-air, although he'll continue hosting the "Screamer Of The Week" show each Thursday.

Speaking of McNamara, he has hired **Deb Brady** as a night talent for the other album rocker he works on, **WXXP** Pittsburgh. Brady was working a similar shift as announcer and music director at progressive rocker **WFNX** Boston.

CARL MANN is upped to program director at hit outlet **WQCR-FM "Q-103"** Cedar Rapids, Iowa. He replaces **Brad Fuhr**, who shipped off to **KRZZ** Wichita, Kan. Mann has been with Q-103 for nearly a year and retains his midday shift. **Gary Dixon** remains as music director.

RICK DEES' campaign against the on-air glorification of drug use is quickly picking up steam. The ultrapopular **KIIS-AM-FM** Los Angeles morning man has already rounded up several top names in the industry to join Broadcasters Against Drugs (B.A.D.). Those who have volunteered to help Dees as B.A.D. committee members are **WPLJ** New York's **Larry Berger**; **WXKS** Boston's **Sonny Joe White**; **WGCI** Chicago's **Lee Michaels**; **WKQX** Chicago's **Tommy Edwards**; **KIMN** Denver's **Bob Call**; **KKBQ** Houston's **John Lander**; **KFI** Los Angeles' **Gary Owens**; **KYUU** San Francisco's **Ric Lippincott**; **KPLZ** Seattle's **Mark Allen**; **WQUE** New Orleans' **John David Wells**; **WJPZ** Syracuse, N.Y.'s **Larry Barron**; and **WAVA** Washington, D.C.'s **Mark St. John**.

AT WFUN Ashtabula, Ohio, **Bob Wallace** moves from part time to full time as midday man for the oldies outlet. He's been covering various fill-in work for WFUN for three years and made a name for himself with the "Oldies For Lunch Bunch" show. At WFUN's easy-listening sister FM **WREO**, George Purcell jumps on board as morning man. He'll also be hosting WFUN's daily "Talk Back" show. He was production director and an announcer at **WERE** Cleveland.

GOOD SPORTS: **WGBB** Merrick, N.Y., gives former New York Rangers hockey star **Pete Stemkowski** a permanent post as morning sportscaster and sports director. Known as "the Stemmer," Stemkowski has been associated with the AC outlet for four years and will continue his weekday commentary, "Stemmer On Sports."

Good sport of another sort is popular Miami personality **Don Cox**, who kicked off his switch from **WINZ-FM** to **WPOW** (formerly WCJX) with an unexpected canine crank. On his first day at WPOW, Cox broadcast live from a Coppertone billboard, complete with the naughty mechanical dog, which kicked him in the head. Cox was rushed to the hospital, got seven stiches, returned to the billboard, kicked the dog in the butt, and finished his daylong broadcast. Bravo!

PERSONALITY FORMATTING

(Continued from page 14)

ent times of the day, and we change our music to appeal to the most people available during a time slot," Dixon says. "Our consistency comes from our personalities and the way they serve the people of the community. WRBQ is the star—the whole station is the Zoo."

Even if top 40 has a formatic advantage over rock radio regarding personalities, album rockers possess a key characteristic that makes the personality concept work for them: the irreverent image of rock'n'roll.

The rarity of talents who can challenge the format's irreverence—like Stern or WMMR's John DeBella—gives album rockers extra freedom to put shtick, not songs, in the spotlight.

The scarcity of these talents is well-illustrated in WYSP Philadelphia's recent decision to simulcast Stern's live K-Rock morning show (Billboard, Aug. 23).

In sharing Stern with K-Rock, WYSP general manager Howard Bloom risks losing the localized approach personalities usually key on. "Howard has been successful everywhere he's gone," says Bloom. "His program is not limiting in its scope, and it has a broad appeal. We will be putting in breaks for local news and information."

Watching with a cautious and skeptical eye is WMMR's Utz, Philly's distant ratings leader. WMMR has had great success with morning man DeBella, and Utz says he is not convinced that satellite is ready to beat live talent.

If successful, the simulcast show could open doors for personalities like Stern, Dees, Dahl, WHTZ New York's Scott Shannon, and WWDC Washington, D.C.'s the Greaseman in every market on a network basis. The result could even lead to personality formatting, as PDs try to appeal to specific demos.

Utz, however, feels it is premature to start thinking about the concept of personality networks. "Radio is too immediate. Part of its appeal is that it is more immediate than TV. DJs are local heroes, and people don't want to give that up."

But, as Solk says, "Jukeboxes don't win markets, personality does." It is possible that the prospect of relatively low-cost, high-quality talent might be tempting for several programmers.

Joe Trelin works for Radio International, a New York-based syndicator of "Rock Over London" and various special programs.

FOR WEEK ENDING AUGUST 30, 1986

Billboard.

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ALBUM ROCK TRACKS™

Compiled from national album rock radio airplay reports

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST (LABEL)	TITLE
				★★ NO. 1 ★★	
1	1	2	11	GENESIS (ATLANTIC)	THROWING IT ALL AWAY
2	2	3	5	HUEY LEWIS & THE NEWS (CHRYSALIS)	STUCK WITH YOU
3	4	8	11	PETER GABRIEL (GEFFEN)	IN YOUR EYES
4	5	12	4	EDDIE MONEY (COLUMBIA)	TAKE ME HOME TONIGHT
5	6	7	7	STEVE WINWOOD (ISLAND)	SPLIT DECISION
6	3	1	9	EURYTHMICS (RCA)	MISSIONARY MAN
7	7	5	20	VAN HALEN (WARNER BROS.)	LOVE WALKS IN
8	8	10	6	NEIL YOUNG (GEFFEN)	TOUCH THE NIGHT
9	12	19	4	R.E.M. (I.R.S.)	FALL ON ME
10	13	16	7	DAVID LEE ROTH (WARNER BROS.)	TOBACCO ROAD
11	11	11	5	DARYL HALL (RCA)	DREAMTIME
				★★★ POWER TRACK ★★★	
12	30	—	2	TALKING HEADS (WARNER BROS.)	WILD, WILD LIFE
13	18	40	3	TRIUMPH (MCA)	SOMEBODY'S OUT THERE
14	16	24	9	THE FIXX (MCA)	BUILT FOR THE FUTURE
15	19	35	3	BILLY JOEL (COLUMBIA)	A MATTER OF TRUST
16	14	14	8	GTR (ARISTA)	THE HUNTER
17	35	—	2	BOB SEGER & THE SILVER BULLET BAND (CAPITOL)	IT'S YOU
18	20	26	5	GLASS TIGER (MANHATTAN)	DON'T FORGET ME (WHEN I'M GONE)
19	15	15	9	ZZ TOP (WARNER BROS.)	VELCRO FLY
20	22	29	4	GEORGE THOROGOOD (EMI AMERICA)	REELIN' & ROCKIN'
21	9	4	12	STEVE WINWOOD (ISLAND)	HIGHER LOVE
22	10	6	9	JOHN COUGAR MELLENCAMP (RIVA)	RUMBLESEAT
23	34	38	3	BONNIE RAITT (WARNER BROS.)	NO WAY TO TREAT A LADY
24	24	27	6	ALVIN LEE	DETROIT DIESEL
25	25	25	10	GENESIS (ATLANTIC)	LAND OF CONFUSION
26	27	31	3	DAVID & DAVID (A&M)	WELCOME TO THE BOOMTOWN
				★★★ FLASHMAKER ★★★	
27	NEW▶		1	JOHN FOGERTY (WARNER BROS.)	THE EYE OF THE ZOMBIE
28	38	—	2	BON JOVI (MERCURY)	YOU GIVE LOVE A BAD NAME
29	29	17	13	THE MOODY BLUES (POLYGRAM)	THE OTHER SIDE OF LIFE
30	36	42	3	INXS (ATLANTIC)	KISS THE DIRT
31	17	9	12	PETER GABRIEL (GEFFEN)	RED RAIN
32	23	23	5	BOB DYLAN (COLUMBIA)	GOT MY MIND MADE UP
33	33	33	6	VAN HALEN (WARNER BROS.)	SUMMER NIGHTS
34	21	21	5	VAN MORRISON (MERCURY)	IVORY TOWER
35	31	20	10	TOM COCHRANE & RED RIDER (CAPITOL)	BOY INSIDE THE MAN
36	28	18	14	38 SPECIAL (A&M)	SOMEBODY LIKE YOU
37	37	39	4	STEVE WINWOOD (ISLAND)	TAKE IT AS IT COMES
38	NEW▶		1	ICEHOUSE (CHRYSALIS)	CROSS THE BORDER
39	26	13	11	BIG COUNTRY (POLYGRAM)	LOOK AWAY
40	45	—	2	DON JOHNSON (EPIC)	HEARTBEAT
41	41	41	4	CINDERELLA (MERCURY)	SHAKE ME
42	NEW▶		1	38 SPECIAL (A&M)	HEART'S ON FIRE
43	NEW▶		1	FABULOUS THUNDERBIRDS (CBS ASSOCIATED)	LOOK AT THAT, LOOK AT THAT
44	39	36	6	KIM MITCHELL (ATLANTIC)	PATIO LANTERNS
45	NEW▶		1	THE SMITHEREENS (ENIGMA)	BLOOD & ROSES
46	NEW▶		1	DAVID LEE ROTH (WARNER BROS.)	GOIN' CRAZY
47	43	43	9	GENESIS (ATLANTIC)	IN TOO DEEP
48	32	22	10	MICK JAGGER (EPIC)	RUTHLESS PEOPLE
49	42	30	9	DAVID LEE ROTH (WARNER BROS.)	YANKEE ROSE
50	44	34	11	BRUCE HORNSBY (RCA)	EVERY LITTLE KISS

○ Products with the greatest airplay gains this week.

YesterHits©

Hits From Billboard 10 and 20 Years Ago This Week

POP SINGLES—10 Years Ago

1. **You Should Be Dancing**, Bee Gees, RSO
2. **You'll Never Find Another Love Like Mine**, Lou Rawls, PHILADELPHIA INTERNATIONAL
3. **Let 'Em In**, Wings, CAPITOL
4. **I'd Really Love To See You Tonight**, England Dan & John Ford Coley, BIG TREE
5. **(Shake, Shake, Shake) Shake Your Booty**, K.C. & the Sunshine Band, TK
6. **Play That Funky Music**, Wild Cherry, EPIC
7. **A Fifth Of Beethoven**, Walter Murphy & the Big Apple Band PRIVATE STOCK
8. **Don't Go Breaking My Heart**, Elton John & Kiki Dee, ROCKET
9. **Lowdown**, Boz Scaggs, COLUMBIA
10. **This Masquerade**, George Benson, WARNER BROS

POP SINGLES—20 Years Ago

1. **Sunshine Supermen**, Donovan, EPIC
2. **Summer In The City**, Lovin' Spoonful, KAMA SUTRA
3. **See You In September**, Happenings, PUPPY
4. **You Can't Hurry Love**, Supremes, MOTOWN
5. **Yellow Submarine**, Beatles, CAPITOL
6. **Sunny**, Bobby Hebb, PHILLIPS
7. **Land Of 1,000 Dances**, Wilson Pickett, ATLANTIC
8. **Working In The Coal Mine**, Lee Dorsey, AMY
9. **Blowin' In The Wind**, Stevie Wonder, TAMLA
10. **Summertime**, Billy Stewart, CHESS

TOP ALBUMS—10 Years Ago

1. **Fleetwood Mac**, WARNER BROS
2. **Frampton Comes Alive**, Peter Frampton, A&M
3. **Spitfire**, Jefferson Starship, GRUNT
4. **Breezin'**, George Benson, WARNER BROS
5. **Silk Degrees**, Boz Scaggs, COLUMBIA
6. **Beautiful Noise**, Neil Diamond, COLUMBIA
7. **Wings At The Speed Of Sound**, CAPITOL
8. **All Things In Time**, Lou Rawls, PHILADELPHIA INTERNATIONAL
9. **Chicago X**, COLUMBIA
10. **Wild Cherry**, EPIC

TOP ALBUMS—20 Years Ago

1. **What Now My Love**, Herb Alpert & the Tijuana Brass, A&M
2. **Yesterday And Today**, Beatles, CAPITOL
3. **Dr. Zhivago**, Soundtrack, MGM
4. **Somewhere My Love**, Ray Conniff & the Singers, COLUMBIA
5. **Strangers In The Night**, Frank Sinatra, REPRISE
6. **Aftermath**, Rolling Stones, LONDON
7. **The Sound Of Music**, Soundtrack, RCA
8. **Whipped Cream & Other Delights**, Herb Alpert & the Tijuana Brass, A&M
9. **If You Can Believe Your Eyes And Ears**, Mamas & the Pepas DUNHILL
10. **Best Of the Beach Boys—Vol. 1**, CAPITOL

COUNTRY SINGLES—10 Years Ago

1. **(I'm A) Stand By My Woman Man**, Ronnie Milsap, RCA
2. **I Wonder If I Said Goodbye**, Johnny Rodriguez, MERCURY
3. **I Don't Want To Have To Marry You**, Jim Ed Brown & Helen Cornelius, LONE STAR
4. **You Rubbed It In All Wrong**, Billy "Crash" Craddock ABC DOT
5. **Misty Blue**, Billy Jo Spears, UNITED ARTISTS
6. **If You've Got The Money I've Got The Time**, Willie Nelson, LONE STAR
7. **Bring It On Home To Me**, Mickey Gilley, PLAYBOY
8. **One Of These Days**, Emmylou Harris, REPRISE
9. **Afternoon Delight**, Johnny Carver, ABC DOT
10. **Can't You See**, Waylon Jennings, RCA

SOUL SINGLES—10 Years Ago

1. **Play That Funky Music**, Wild Cherry SWEET CITY
2. **(Shake, Shake, Shake) Shake Your Booty**, K.C. & the Sunshine Band, TK
3. **Getaway**, Earth, Wind & Fire, COLUMBIA
4. **Summer**, War, UNITED ARTISTS
5. **Who'd She Coo**, Ohio Players, MERCURY
6. **You Should Be Dancing**, Bee Gees, RSO
7. **The More You Do It (The More I Like It Done To Me)**, Ronnie Dyson, COLUMBIA
8. **You'll Never Find Another Love Like Mine**, Lou Rawls, PHILADELPHIA INTERNATIONAL
9. **Get Up Offa That Thing**, James Brown, POLYDOR
10. **One For The Money (Part 1)**, Whispers, SOUL TRAIN

Radio

Featured Programming

DENISE OLIVER assumes a new post at **United Stations Programming Network** in New York, where she is appointed director of programming. Most recently the program director at **WYNY** New York, Oliver's extensive background includes the programming titles at the **ABC Radio Networks, WIYY** Baltimore, and **WWDC-AM-FM** Washington, D.C.

Also new at USP is the elevation of **Bob Bartolomeo** to manager of the network's sports and entertainment division. Bartolomeo has been a station clearance rep for USP since 1984.

HERE'S THE WRAPUP of our ongoing round up on Labor Day specials. The first two come from **Barnett Robbins Enterprises** of Encino, Calif. BRE's **"Hit Men Of Rock"** is a three-hour profile of rock's male gems, a roster that includes Mick Jagger, Steve Winwood, David Lee Roth, Rod Stewart, and Peter Gabriel. This album rock offering will include interviews and the hits from these artists. Also from BRE is **"#1 America,"** a top 40/AC project formatted as a three-hour countdown that covers the biggest top 30 songs from the last 10 years.

NBC Radio Entertainment assembled **"Great Moments In Rock,"** a four-hour chronicle of the last three decades of rock. The show starts with Elvis Presley's first recording in 1954 and runs through this summer's Conspiracy of Hope concerts. NBC/the Source correspondent **Bob Madigan** is hosting the show with **Denny Somach** producing.

Looking ahead to January, NBC informs us that its monthly **"Legends Of Rock"** will be moving to a weekly schedule in 1987.

NARWOOD PRODUCTIONS of New York has been selected by Citizens Vote Inc. to produce a public service series encouraging young people to register and vote in the November elections. Geared toward black and urban stations, the campaign's theme is "Feel The Power, Register and Vote." Already scheduled to participate are Stevie Wonder, Tina Turner, Run-D.M.C., Kurtis Blow, and Whodini.

Also in Gotham, **MJI Broadcasting** soups up its **"Metalshop"** show with an eight-part mini-series titled **"On The Road With Queensryche."** Billed as a diary of a band's life on the road, the series will air as two-minute installments on eight weekly "Metalshop" editions. The reports will be filed each week by Queensryche members, and the first segment airs on the heavy metal show's Labor Day edition. During that broadcast, guitarist Chris DeGarmo will discuss a concert incident in Phoenix, where their show was delayed by a blown-out PA system.

WESTWOOD ONE and **Mutual** continue to strengthen their combined sales staffs with two promotions. **Gary Schonfeld** is upped to VP/New York sales manager for WWI. And, **Greg Batusic** is upped to VP/Midwestern region sales manager for WWI and Mutual. Schonfeld has been Eastern region sales director since January. Batusic was Midwest region sales director. Both remain based in Chicago, reporting to **Art Kreimelman**.

KIM FREEMAN

Below is a weekly calendar of upcoming network and syndicated music specials. Shows with multiple dates indicate that local stations have option of broadcast time and dates.

Aug. 29, **Belinda Carlisle, Jermaine Stewart, Cyndi Lauper**, Party America, ABC Radio Networks, two hours.

Aug. 29-31, **Bob Seger**, Profile '86, NBC Radio Entertainment, 90 minutes.

Aug. 29-31, **Vinnie Vincent, Paul Di'Anno**, Metalshop, MJI Broadcasting, one hour.

Aug. 29-31, **Bruce Springsteen, The Rolling Stones, the Who**, Great Moments In Rock, NBC Radio Entertainment, four hours.

Aug. 29-31, **Frank Sinatra Special**, Creative Radio Network, eight hours.

Aug. 29-31, **Jermaine Stewart**, Rick Dees' Weekly Top 40, United Stations, four hours.

Aug. 29-31, **Phil Collins, Genesis**, Count Down America, United Stations, four hours.

Aug. 29-31, **Nitty Gritty Dirt Band**, Country Today, MJI Broadcasting, one hour.

Aug. 29-31, **Jan & Dean**, Dick Clark's Rock Roll And Remember, United Stations, four hours.

Aug. 29-31, **Ed Bruce**, Weekly Country Music Countdown, United Stations, three hours.

Aug. 29-31, **Peggy Lee**, Great Sounds, United Stations, four hours.

Aug. 29-31, **Jean Carne**, Urban Music Magazine, Syndicate It, one hour.

Aug. 29-31, **Merle Haggard**, Music of America, ABC Radio Networks, 90 minutes.

FOR WEEK ENDING AUGUST 30, 1986

Billboard

ADULT CONTEMPORARY MOST ADDED

A weekly national compilation of the most added records on the radio stations currently reporting to the Top Adult Contemporary Singles chart

89 REPORTERS	NEW ADDS	TOTAL ON
CINDY LAUPER TRUE COLORS EPIC	18	18
GENESIS THROWING IT ALL AWAY ATLANTIC	17	51
CARLY SIMON COMING AROUND AGAIN ARISTA	16	16
TOTO I'LL BE OVER YOU COLUMBIA	12	12
PAUL SIMON YOU CAN CALL ME AL WARNER BROS	10	34

FOR WEEK ENDING AUGUST 30, 1986

Billboard.

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HOT ADULT CONTEMPORARY™

Compiled from national sample of radio playlists

THIS WEEK	LAST WEEK	2 WKS. AGO	WKS. ON CHART	TITLE / LABEL & NUMBER / DISTRIBUTING LABEL	ARTIST
1	1	2	11	★★ No. 1 ★★ WORDS GET IN THE WAY LPIC JR 06120 — 2 weeks at No. One	MIAMI SOUND MACHINE
2	6	8	7	FRIENDS AND LOVERS CARRERE A-06122/EPIC	CARL ANDERSON & GLORIA LORING
3	3	4	7	DANCING ON THE CEILING MOTOWN 1843	◆ LIONEL RICHIE
4	5	7	10	SWEET FREEDOM (THEME FROM "RUNNING SCARED") MCA 52857	◆ MICHAEL MCDONALD
5	2	1	12	GLORY OF LOVE (THEME FROM "THE KARATE KID PART II") WARNER BROS. 7 28662	◆ PETER CETERA
6	10	15	5	STUCK WITH YOU CHRYSALIS 4-43019	◆ HUEY LEWIS & THE NEWS
7	7	10	8	TAKEN IN ATLANTIC 7-89404	◆ MIKE & THE MECHANICS
8	11	12	9	TAKE MY BREATH AWAY (LOVE THEME FROM "TOP GUN") COLUMBIA 38 05903	◆ BERLIN
9	9	13	8	NIGHT LOVE ISLAND 7 99545 WARNER BROS	◆ STEVE WINWOOD
10	4	5	12	THE CAPTAIN OF HER HEART A&M 2838	◆ DOUBLE
11	8	3	13	YOU SHOULD BE MINE (THE WOO WOO SONG) A&M 2814	◆ JEFFREY OSBORNE
12	15	19	5	LOVE ZONE JIVE 1 9510/ARISTA	◆ BILLY OCEAN
13	14	14	8	ANYTHING FOR LOVE WARNER BROS. 7 28655	GORDON LIGHTFOOT
14	17	20	6	SWEET LOVE ELEKTRA 69557	◆ ANITA BAKER
15	12	6	12	LOVE TOUCH (THEME FROM "LEGAL EAGLES") WARNER BROS. 7 28668	◆ ROD STEWART
16	13	9	13	INVISIBLE TOUCH ATLANTIC 7 89407	◆ GENESIS
17	19	27	4	THE STORY OF MY LIFE COLUMBIA 38-06136	NEIL DIAMOND
18	20	29	4	LOVE ALWAYS GORDY 1857 MOTOWN	◆ EL DEBARGE
19	29	—	2	THROWING IT ALL AWAY ATLANTIC 7 89372	GENESIS
20	26	31	3	LONELY IS THE NIGHT ARISTA 1 9521	AIR SUPPLY
21	18	16	9	PAPA DON'T PREACH SIRE 7 28660/WARNER BROS	◆ MADONNA
22	22	26	6	THE EDGE OF HEAVEN COLUMBIA 38 06182	◆ WHAM!
23	16	11	19	YOUR WILDEST DREAMS POLYDOR 883096-7/POLYGRAM	◆ THE MOODY BLUES
24	33	—	2	THE OTHER SIDE OF LIFE POLYDOR 885 201 7/POLYGRAM	◆ THE MOODY BLUES
25	25	28	4	MAD ABOUT YOU IRS 52815/MCA	◆ BELINDA CARLISLE
26	40	—	2	YOU CAN CALL ME AL WARNER BROS. 7 28667	PAUL SIMON
27	21	17	12	IN THE SHAPE OF A HEART ASYLUM 7 69543/ELEKTRA	◆ JACKSON BROWNE
28	28	24	6	THAT WAS THEN, THIS IS NOW ARISTA 1 9505	◆ THE MONKEES
29	32	34	3	VENUS LONDON 886 056-7/POLYGRAM	◆ BANANARAMA
30	23	21	14	THE BEST OF ME ATLANTIC 7 89420	◆ DAVID FOSTER AND OLIVIA NEWTON-JOHN
31	31	25	23	HOLDING BACK THE YEARS ELEKTRA 7-69564	◆ SIMPLY RED
32	30	23	19	NO ONE IS TO BLAME ELEKTRA 7-69549	◆ HOWARD JONES
33	38	38	3	KISSES IN THE MOONLIGHT WARNER BROS. 7 28640	GEORGE BENSON
34	24	18	20	THERE'LL BE SAD SONGS (TO MAKE YOU CRY) JIVE 1 9465 ARISTA	◆ BILLY OCEAN
35	39	—	2	SO FAR SO GOOD (FROM "ABOUT LAST NIGHT") EMI AMERICA 8332	◆ SHEENA EASTON
36	36	39	3	DREAMER ELEKTRA 7-69529	◆ KEEP IT DARK
37	NEW▶		1	DREAMTIME RCA 14587	◆ DARYL HALL
38	27	22	12	MODERN WOMAN (FROM "RUTHLESS PEOPLE") EPIC 34-06118	BILLY JOEL
39	NEW▶		1	A MATTER OF TRUST COLUMBIA 38 06108	◆ BILLY JOEL
40	34	30	21	ON MY OWN ● MCA 52770	◆ PATTI LABELLE & MICHAEL MCDONALD

◯ Products with the greatest airplay gains this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of 500,000 units. ▲ RIAA seal for sales of one million units.

WESTWOOD ONE RADIO NETWORKS PRESENT

Stevie Nicks

SUPERSTAR CONCERT SERIES

is proud to invite you and your listeners to rock a little with Stevie Nicks in an exclusive show airing the weekend of Saturday, September 6 on more than 400 Westwood One Radio Network affiliates throughout North America. The set was recorded by Westwood One's mobile studios during Stevie's current Westwood One/ Sun Country Cooler-sponsored *Rock A Little* tour of the States, and features her emotionally-charged performances of solo smashes including "Stop Dragging My Heart Around," "Edge Of Seventeen," "Leather & Lace," "Stand Back," "Talk To Me" and "I Can't Wait." Also featured are the Nicks-penned Fleetwood Mac hits "Dreams" and "Rhiannon," and a cover of Tom Petty & The Heartbreakers' "I Need To Know." Stevie Nicks on the *Superstar Concert Series* – get ready to *rock a lot!*
For more info about the most listened-to concert series on radio, contact your Westwood One Station Relations Representative at (213) 204-5000 or Telex 4996015 WWONE.

WESTWOOD ONE RADIO NETWORKS

Billboard.
FOR WEEK ENDING AUGUST 30, 1986

POWER PLAYLISTS™

PLATINUM—Stations with weekly cume audience of over 1 million.
GOLD—Stations with weekly cume audience of over 500,000 up to 1 million.

CURRENT PLAYLISTS OF THE NATION'S LARGEST AND MOST INFLUENTIAL TOP 40 RADIO STATIONS

PLATINUM

POWER 95 WPLJ-FM RADIO
New York — P.D. Larry Berger

1	1	Madonna, Papa Don't Preach
2	2	Peter Cetera, Glory Of Love (Theme Fr
3	4	Bananarama, Venus
4	3	Timex Social Club, Rumors
5	5	Jermaine Stewart, We Don't Have To Ta
6	7	Belinda Carlisle, Mad About You
7	6	Lisa Lisa & Cult Jam With Full Force,
8	8	Steve Winwood, Higher Love
9	9	Lionel Richie, Dancing On The Ceiling
10	11	Jeffrey Osborne, You Should Be Mine (
11	21	Stacey Q, Two Of Hearts
12	12	Gwen Guthrie, Ain't Nothin' Goin' On
A13	—	Berlin, Take My Breath Away (Love The
14	26	Carl Anderson & Gloria Loring, Friend
15	15	Regina, Baby Love
16	17	Billy Ocean, Love Zone
17	20	Michael McDonald, Sweet Freedom
18	22	Janet Jackson, When I Think Of You
19	18	Peter Gabriel, Sledgehammer
20	24	New Edition, Earth Angel
21	24	Huey Lewis & The News, Stuck With You
22	27	Anita Baker, Sweet Love
23	10	Rod Stewart, Love Touch (Theme From
24	26	The Beatles, Twist And Shout
A25	—	Miami Sound Machine, Words Get In The
26	13	Genesis, Invisible Touch
A	—	Cyndi Lauper, True Colors
A	—	Tina Turner, Typical Man

Z100 WHTZ FM
New York — P.D. Scott Shannon

1	3	Bananarama, Venus
2	1	Madonna, Papa Don't Preach
3	2	Peter Cetera, Glory Of Love (Theme Fr
4	4	Lisa Lisa & Cult Jam With Full Force
5	5	Timex Social Club, Rumors
6	7	Jermaine Stewart, We Don't Have To Ta
7	8	Steve Winwood, Higher Love
8	8	Belinda Carlisle, Mad About You
9	9	Lionel Richie, Dancing On The Ceiling
10	11	Jeffrey Osborne, You Should Be Mine (
11	13	Gwen Guthrie, Ain't Nothin' Goin' On
12	17	Berlin, Take My Breath Away (Love The
13	16	Stacey Q, Two Of Hearts
14	12	Regina, Baby Love
15	21	Janet Jackson, When I Think Of You
16	20	Billy Ocean, Love Zone
17	18	Peter Gabriel, Sledgehammer
18	26	Carl Anderson & Gloria Loring, Friend
19	22	Michael McDonald, Sweet Freedom
20	22	Huey Lewis & The News, Stuck With You
21	24	New Edition, Earth Angel
A22	—	Anita Baker, Sweet Love
22	25	Daryl Hall, Dreamtime
24	29	Run-D.M.C., Walk This Way
A25	—	Miami Sound Machine, Words Get In The
26	18	Rod Stewart, Love Touch (Theme From
27	10	Wham!, The Edge Of Heaven
28	14	Janet Jackson, Nasty
29	15	Billy Ocean, There'll Be Sad Songs (T
30	EX	The Beatles, Twist And Shout
EX	EX	The Monkees, That Was Then, This Is N
EX	EX	El DeBarge, Love Always
A	—	Don Johnson, Heartbeat

WLS AM 89
Chicago — P.D. John Gehron

1	1	Madonna, Papa Don't Preach
2	3	Bananarama, Venus
3	2	Peter Cetera, Glory Of Love (Theme Fr
4	6	Timex Social Club, Rumors
5	4	Belinda Carlisle, Mad About You
6	8	Lionel Richie, Dancing On The Ceiling
7	7	Steve Winwood, Higher Love
8	12	Carl Anderson & Gloria Loring, Friend
9	9	Berlin, Take My Breath Away (Love The
10	10	Huey Lewis & The News, Stuck With You
11	13	Michael McDonald, Sweet Freedom
12	16	Klymaxx, Man Size Love (From "Running
13	11	Peter Gabriel, Sledgehammer
14	22	Eurythmics, Missionary Man
15	20	Miami Sound Machine, Words Get In The
16	34	Daryl Hall, Dreamtime
17	EX	Robert Palmer, I Didn't Mean To Turn
18	17	Rod Stewart, Love Touch (Theme From
19	33	The Outfield, All The Love In The Wor
20	EX	Simply Red, Money$ Too Tight (To Ment
21	25	Genesis, Invisible Touch
22	40	Paul McCartney, Press
23	43	Glass Tiger, Don't Forget Me (When I
24	35	Mike & The Mechanics, Taken In
25	25	John Cougar Mellencamp, Rumbleseat
26	EX	Double, The Captain Of Her Heart
27	26	Kenny Loggins, Danger Zone
28	29	Simply Red, Holding Back The Years
29	41	Sheena Easton, So Far So Good (From
30	45	Billy Joel, A Matter Of Trust
31	31	Gavin Christopher, One Step Closer To
32	EX	Loverboy, Heaven In Your Eyes
33	EX	Genesis, Throwing It All Away
34	EX	Bob Seger & The Silver Bullet Band, I
35	EX	Paul Simon, You Can Call Me Al
36	EX	The Moody Blues, The Other Side Of Li
37	EX	Talking Heads, Wild Wild Life
A38	—	Tina Turner, Typical Man
A39	—	Journey, Girl Can't Help It

WBBM-FM
Chicago — P.D. Buddy Scott

1	1	Peter Cetera, Glory Of Love (Theme Fr
2	2	Bananarama, Venus
3	4	Timex Social Club, Rumors
4	3	Madonna, Papa Don't Preach
5	7	Steve Winwood, Higher Love
6	8	Berlin, Take My Breath Away (Love The
7	6	Jermaine Stewart, We Don't Have To Ta
8	5	Belinda Carlisle, Mad About You
9	9	Lionel Richie, Dancing On The Ceiling
10	16	Run-D.M.C., Walk This Way
11	19	Huey Lewis & The News, Stuck With You
12	18	Carl Anderson & Gloria Loring, Friend
13	14	Regina, Baby Love
14	12	Klymaxx, Man Size Love (From "Running
15	17	Michael McDonald, Sweet Freedom
16	20	Stacey Q, Two Of Hearts
17	20	Jeffrey Osborne, You Should Be Mine (
18	10	Peter Gabriel, Sledgehammer
19	23	Robert Palmer, I Didn't Mean To Turn
20	11	Janet Jackson, Nasty
21	15	Genesis, Invisible Touch
22	31	Billy Ocean, Love Zone
22	EX	Miami Sound Machine, Words Get In The
24	28	Nu Shooz, Point Of No Return
25	27	Simply Red, Money$ Too Tight (To Ment
26	33	Lisa Lisa & Cult Jam With Full Force
27	EX	Eurythmics, Missionary Man
28	33	Daryl Hall, Dreamtime
29	25	The Outfield, All The Love In The Wor
30	30	Patti LaBelle, Oh, People
31	30	The Jets, Private Number
32	36	Janet Jackson, When I Think Of You
33	37	Genesis, Throwing It All Away
34	35	Thompson Twins, Nothing In Common
35	38	The Beatles, Twist And Shout
36	39	Anita Baker, Sweet Love
37	40	Sheena Easton, So Far So Good (From
38	22	The Monkees, That Was Then, This Is N
39	EX	Luther Vandross, Give Me The Reason
40	EX	Don Johnson, Heartbeat
A	—	Tina Turner, Typical Man
A	—	Five Star, Can't Wait Another Minute
A	—	Madonna, True Blue
A	—	New Edition, Earth Angel
EX	21	Rod Stewart, Love Touch (Theme From
EX	—	The Art Of Noise With Max Headroom, P
EX	EX	Gwen Guthrie, Ain't Nothin' Goin' On

KIIS FM 102.7 AM 1150
Los Angeles — P.D. Mike Schaefer

1	1	Madonna, Papa Don't Preach
2	6	The Beatles, Twist And Shout
3	3	Bananarama, Venus
4	2	Stacey Q, Two Of Hearts
5	6	Steve Winwood, Higher Love
6	7	Berlin, Take My Breath Away (Love The
7	12	Carl Anderson & Gloria Loring, Friend
8	11	Regina, Baby Love
9	9	Peter Cetera, Glory Of Love (Theme Fr
10	10	David Lee Roth, Yankee Rose
11	13	Michael McDonald, Sweet Freedom
12	11	Miami Sound Machine, Words Get In The
13	14	Simply Red, Money$ Too Tight (To Ment
14	18	Lionel Richie, Dancing On The Ceiling
15	8	Kenny Loggins, Danger Zone
16	5	Wham!, The Edge Of Heaven
17	22	Run-D.M.C., Walk This Way
18	20	Double, The Captain Of Her Heart
19	21	Nu Shooz, Point Of No Return
20	33	Lisa Lisa & Cult Jam With Full Force,
21	31	Eurythmics, Missionary Man
22	27	Sparks, Music That You Can Dance To
23	24	Billy Ocean, Love Zone
24	15	Belinda Carlisle, Mad About You
25	26	Klymaxx, Man Size Love (From "Running
26	28	Huey Lewis & The News, Stuck With You
27	29	Chaka Khan, Love Of A Lifetime
28	EX	Daryl Hall, Dreamtime
29	30	Prince & The Revolution, Anotherlover
30	25	Genesis, Invisible Touch
31	EX	Janet Jackson, When I Think Of You
32	EX	Don Johnson, Heartbeat
33	30	The Jets, Private Number
34	35	Mike & The Mechanics, Taken In
35	32	Jeffrey Osborne, You Should Be Mine (
A	—	Tina Turner, Typical Man
A	—	Glass Tiger, Don't Forget Me (When I
A	—	Cyndi Lauper, True Colors
EX	EX	Pet Shop Boys, Love Comes Quickly
EX	EX	Van Halen, Love Walks In
EX	EX	Genesis, Throwing It All Away
EX	EX	The Art Of Noise With Max Headroom, P
EX	EX	El DeBarge, Love Always
A	—	Level 42, Leaving You Now

Q107
Washington — P.D. Randy Lane

1	2	Berlin, Take My Breath Away (Love The
2	3	Timex Social Club, Rumors
3	5	Steve Winwood, Higher Love
4	9	Bananarama, Venus
5	1	Madonna, Papa Don't Preach
6	7	Regina, Baby Love
7	8	Carl Anderson & Gloria Loring, Friend
8	12	The Beatles, Twist And Shout
9	11	Huey Lewis & The News, Stuck With You
10	10	Michael McDonald, Sweet Freedom
11	11	Klymaxx, Man Size Love (From "Running
12	16	Lionel Richie, Dancing On The Ceiling
13	13	The Monkees, That Was Then, This Is N
14	20	Glass Tiger, Don't Forget Me (When I
15	15	Mike & The Mechanics, Taken In
16	19	Billy Ocean, Love Zone
17	21	Miami Sound Machine, Words Get In The
18	24	Stacey Q, Two Of Hearts
19	23	Daryl Hall, Dreamtime
20	20	Van Halen, Love Walks In
21	27	Lisa Lisa & Cult Jam With Full Force,
22	30	Janet Jackson, When I Think Of You
23	20	Genesis, Throwing It All Away
24	EX	Don Johnson, Heartbeat
25	20	Anita Baker, Sweet Love
26	4	Belinda Carlisle, Mad About You
27	6	Jermaine Stewart, We Don't Have To Ta
28	18	The Outfield, All The Love In The Wor
29	22	Jeffrey Osborne, You Should Be Mine (
30	EX	Paul McCartney, Press
A	—	Tina Turner, Typical Man
A	—	Cyndi Lauper, True Colors
A	—	Loverboy, Heaven In Your Eyes
A	—	Eurythmics, Missionary Man

WAVA
Washington — P.D. Mark St. John

1	1	Madonna, Papa Don't Preach
2	2	Berlin, Take My Breath Away (Love The
3	3	Timex Social Club, Rumors
4	8	Steve Winwood, Higher Love
5	5	Belinda Carlisle, Mad About You
6	9	Jermaine Stewart, We Don't Have To Ta
7	8	Carl Anderson & Gloria Loring, Friend
8	10	Glass Tiger, Don't Forget Me (When I
9	12	Bananarama, Venus
10	13	Run-D.M.C., Walk This Way
11	4	Peter Cetera, Glory Of Love (Theme Fr
12	15	Huey Lewis & The News, Stuck With You
13	14	Regina, Baby Love
14	7	The Outfield, All The Love In The Wor
15	17	The Monkees, That Was Then, This Is N
16	18	Janet Jackson, When I Think Of You
17	20	Stacey Q, Two Of Hearts
18	19	Lionel Richie, Dancing On The Ceiling
19	22	Michael McDonald, Sweet Freedom
20	20	Daryl Hall, Dreamtime
21	21	Klymaxx, Man Size Love (From "Running
A22	—	The Beatles, Twist And Shout
22	25	Lisa Lisa & Cult Jam With Full Force,
24	27	Billy Ocean, Love Zone
25	28	Genesis, Throwing It All Away
26	28	Double, The Captain Of Her Heart
27	EX	Van Halen, Love Walks In
28	EX	ZZ Top, Velcro Fly
29	EX	New Edition, Earth Angel
30	EX	Thompson Twins, Nothing In Common
A	—	Cyndi Lauper, True Colors
A	—	Tina Turner, Typical Man
EX	EX	El DeBarge, Love Always
EX	3X	Don Johnson, Heartbeat
EX	EX	Kenny Loggins, Playing With The Boys
EX	EX	Anita Baker, Sweet Love

Y-100 AMERICA'S MEGASTATION
Miami — P.D. Rick Stacy

1	5	Miami Sound Machine, Words Get In The
2	2	Jermaine Stewart, We Don't Have To Ta
3	3	Steve Winwood, Higher Love
4	6	Timex Social Club, Rumors
5	16	Carl Anderson & Gloria Loring, Friend
6	6	Stacey Q, Two Of Hearts
7	8	Berlin, Take My Breath Away (Love The
8	8	Lionel Richie, Dancing On The Ceiling
9	13	Run-D.M.C., Walk This Way
10	1	Peter Cetera, Glory Of Love (Theme Fr
11	10	Bananarama, Venus
12	12	Regina, Baby Love
13	14	Michael McDonald, Sweet Freedom
14	15	Nice And Wild, Diamond Girl
15	17	Huey Lewis & The News, Stuck With You
16	18	New Edition, Earth Angel
17	19	Daryl Hall, Dreamtime
18	7	Madonna, Papa Don't Preach
19	22	Jeffrey Osborne, You Should Be Mine (
20	EX	Don Johnson, Heartbeat
21	20	Billy Ocean, Love Zone
22	28	Klymaxx, Man Size Love (From "Running
23	24	The Monkees, That Was Then, This Is N
24	28	Erotic Exotic, Take Me As I Am
25	26	Lisa Lisa & Cult Jam With Full Force,
26	35	The Beatles, Twist And Shout
27	32	Janet Jackson, When I Think Of You
28	34	Genesis, Throwing It All Away
29	40	El DeBarge, Love Always
30	31	Glass Tiger, Don't Forget Me (When I
A31	—	Tina Turner, Typical Man
32	36	Loverboy, Heaven In Your Eyes
33	27	Peter Gabriel, Sledgehammer
34	EX	The Jets, Private Number
35	EX	Mick Jagger, Ruthless People
36	EX	Patti LaBelle, Oh, People
37	23	Belinda Carlisle, Mad About You
38	30	Double, The Captain Of Her Heart
39	20	Chaka Khan, Love Of A Lifetime
40	EX	Eurythmics, Missionary Man
A	—	Cyndi Lauper, True Colors
EX	EX	Eddie Money, Take Me Home Tonight
EX	EX	Paul McCartney, Press
EX	EX	Sheena Easton, So Far So Good (From
EX	EX	Simply Red, Money$ Too Tight (To Ment
EX	EX	The Art Of Noise With Max Headroom, P

Z-93
Atlanta — P.D. Bob Case

1	3	Carl Anderson & Gloria Loring, Friend
2	4	Steve Winwood, Higher Love
3	8	Jeffrey Osborne, You Should Be Mine (
4	2	Madonna, Papa Don't Preach
5	7	Timex Social Club, Rumors
6	13	Bananarama, Venus
7	8	Regina, Baby Love
8	11	Wham!, The Edge Of Heaven
9	15	Klymaxx, Man Size Love (From "Running
10	1	Berlin, Take My Breath Away (Love The
11	16	Lionel Richie, Dancing On The Ceiling
12	18	Michael McDonald, Sweet Freedom
13	22	Run-D.M.C., Walk This Way
A14	—	Belinda Carlisle, Mad About You
15	18	ZZ Top, Velcro Fly
16	19	The Monkees, That Was Then, This Is N
17	6	Peter Cetera, Glory Of Love (Theme Fr
18	21	Huey Lewis & The News, Stuck With You
19	20	Glass Tiger, Don't Forget Me (When I
20	31	Eurythmics, Missionary Man
21	5	Jermaine Stewart, We Don't Have To Ta
A22	—	David Lee Roth, Yankee Rose
23	28	Daryl Hall, Dreamtime
24	25	Van Halen, Love Walks In
25	28	Patti LaBelle, Oh, People
26	27	Double, The Captain Of Her Heart
27	28	Billy Ocean, Love Zone
28	29	Loverboy, Heaven In Your Eyes
29	30	El DeBarge, Love Always
30	35	Genesis, Throwing It All Away
31	32	Billy Joel, A Matter Of Trust
32	33	Janet Jackson, When I Think Of You
33	34	The Fabulous Thunderbirds, Wrap It Up
A34	—	Miami Sound Machine, Words Get In The
28	EX	Simply Red, Money$ Too Tight (To Ment
EX	EX	Don Johnson, Heartbeat
EX	EX	The Jets, Private Number
EX	EX	Eddie Money, Take Me Home Tonight
EX	EX	Sheena Easton, So Far So Good (From
A	—	Stacey Q, Two Of Hearts
A	—	Anita Baker, Sweet Love
A	—	Tina Turner, Typical Man
A	—	Cyndi Lauper, True Colors

Z 103.5 WYTZ
Chicago — P.D. Jan Jeffries

1	1	Madonna, Papa Don't Preach
2	3	Bananarama, Venus
3	2	Peter Cetera, Glory Of Love (Theme Fr
4	6	Timex Social Club, Rumors
5	4	Belinda Carlisle, Mad About You
6	8	Lionel Richie, Dancing On The Ceiling
7	7	Steve Winwood, Higher Love
8	12	Carl Anderson & Gloria Loring, Friend
9	9	Berlin, Take My Breath Away (Love The
10	10	Huey Lewis & The News, Stuck With You
11	13	Michael McDonald, Sweet Freedom
12	18	Run-D.M.C., Walk This Way
13	5	Jermaine Stewart, We Don't Have To Ta
A14	—	Klymaxx, Man Size Love (From "Running
15	15	David Lee Roth, Yankee Rose
16	22	Regina, Baby Love
17	19	The Monkees, That Was Then, This Is N
18	11	Peter Gabriel, Sledgehammer
19	26	Miami Sound Machine, Words Get In The
20	17	Rod Stewart, Love Touch (Theme From
21	29	Daryl Hall, Dreamtime
22	21	Wham!, The Edge Of Heaven
23	14	Janet Jackson, Nasty
24	20	Genesis, Invisible Touch
25	28	John Cougar Mellencamp, Rumbleseat
25	25	Kenny Loggins, Danger Zone
27	30	Thompson Twins, Nothing In Common
28	27	Gavin Christopher, One Step Closer To
29	28	The Outfield, All The Love In The Wor
30	31	Mike & The Mechanics, Taken In
31	32	Sheena Easton, So Far So Good (From
32	33	Glass Tiger, Don't Forget Me (When I
33	30	ZZ Top, Velcro Fly
34	35	The Jets, Private Number
35	36	Genesis, Throwing It All Away
36	37	Janet Jackson, When I Think Of You
37	38	Robert Palmer, I Didn't Mean To Turn
38	39	Bob Seger & The Silver Bullet Band, I
39	40	Loverboy, Heaven In Your Eyes
40	EX	Double, The Captain Of Her Heart
A	—	Don Johnson, Heartbeat
A	—	Cyndi Lauper, True Colors
A	—	Toto, I'll Be Over You
A	—	Tina Turner, Typical Man
A	—	Journey, Girl Can't Help It
EX	EX	The Art Of Noise With Max Headroom, P
EX	EX	Stacey Q, Two Of Hearts
EX	EX	Talking Heads, Wild Wild Life

WHYT power 96 fm
Detroit — P.D. Gary Berkowitz

1	2	Madonna, Papa Don't Preach
2	1	Peter Cetera, Glory Of Love (Theme Fr
3	3	Belinda Carlisle, Mad About You
4	4	Jermaine Stewart, We Don't Have To Ta
5	7	Timex Social Club, Rumors
6	6	Rod Stewart, Love Touch (Theme From
7	9	Michael McDonald, Sweet Freedom
8	18	Bananarama, Venus
9	13	Carl Anderson & Gloria Loring, Friend
10	11	Berlin, Take My Breath Away (Love The
11	11	David Lee Roth, Yankee Rose
12	14	Lionel Richie, Dancing On The Ceiling
13	23	Stacey Q, Two Of Hearts
14	15	Regina, Baby Love
15	10	Miami Sound Machine, Words Get In The
16	19	Klymaxx, Man Size Love (From "Running
17	26	Run-D.M.C., Walk This Way
18	22	Steve Winwood, Higher Love
19	24	The Monkees, That Was Then, This Is N
20	21	Patti LaBelle, Oh, People
21	25	Loverboy, Heaven In Your Eyes
22	28	Glass Tiger, Don't Forget Me (When I
23	29	Daryl Hall, Dreamtime
24	30	Billy Ocean, Love Zone
25	31	El DeBarge, Love Always
26	28	38 Special, Somebody Like You
27	32	Double, The Captain Of Her Heart
28	33	Huey Lewis & The News, Stuck With You
29	34	Anita Baker, Sweet Love
30	35	New Edition, Earth Angel
31	3X	Janet Jackson, When I Think Of You
32	EX	Genesis, Throwing It All Away
33	EX	Luther Vandross, Give Me The Reason
34	EX	Van Halen, Love Walks In
35	EX	Air Supply, Lonely Is The Night
A	—	Robert Palmer, I Didn't Mean To Turn
A	—	Tina Turner, Typical Man
A	—	Don Johnson, Heartbeat
A	—	Cyndi Lauper, True Colors
A	—	Journey, Girl Can't Help It
EX	EX	The Jets, Private Number
EX	EX	Bob Seger & The Silver Bullet Band,

GOLD

Kiss 108 FM
Boston — P.D. Sunny Joe White

1	2	Steve Winwood, Higher Love
2	4	Timex Social Club, Rumors
3	3	Regina, Baby Love
4	8	Bananarama, Venus
5	10	Gwen Guthrie, Ain't Nothin' Goin' On
6	6	Miami Sound Machine, Words Get In The
7	12	Lisa Lisa & Cult Jam With Full Force,
8	11	Berlin, Take My Breath Away (Love The
9	13	Lionel Richie, Dancing On The Ceiling
10	18	Eurythmics, Missionary Man
11	19	Michael McDonald, Sweet Freedom
12	16	David Lee Roth, Yankee Rose
13	11	Patti LaBelle, Oh, People
14	21	Simply Red, Money$ Too Tight (To Ment
15	22	Janet Jackson, When I Think Of You
16	19	Double, The Captain Of Her Heart
17	20	Huey Lewis & The News, Stuck With You
18	25	Run-D.M.C., Walk This Way
19	24	The Monkees, That Was Then, This Is N
20	22	Glass Tiger, Don't Forget Me (When I
A21	—	Klymaxx, Man Size Love (From "Running
22	27	Daryl Hall, Dreamtime
23	31	Billy Ocean, Love Zone
24	30	Billy Joel, A Matter Of Trust
25	28	Honeymoon Suite, What Does It Take
26	28	Mary Jane Girls, Walk Like A Man (Fro
27	34	Van Halen, Love Walks In
28	33	El DeBarge, Love Always
29	35	Paul McCartney, Press
30	EX	Stacey Q, Two Of Hearts
31	EX	Thompson Twins, Nothing In Common
32	EX	The Jets, Private Number
33	EX	Robert Palmer, I Didn't Mean To Turn
34	EX	ZZ Top, Velcro Fly
35	EX	Michael DesBarres, Money Don't Come E
A	—	Paul Simon, You Can Call Me Al
A	—	Pet Shop Boys, Love Comes Quickly
A	—	Air Supply, Lonely Is The Night
A	—	Rod Stewart, Another Heartache
A	—	Tina Turner, Typical Man
A	—	Cyndi Lauper, True Colors
EX	EX	Nu Shooz, Point Of No Return
EX	EX	Anita Baker, Sweet Love
EX	EX	Genesis, Throwing It All Away
EX	3X	Sheena Easton, So Far So Good (From
EX	EX	Luther Vandross, Give Me The Reason
EX	EX	Sparks, Music That You Can Dance To
EX	EX	Doctor And The Medics, Spirit In The
EX	EX	GTR, The Hunter
EX	EX	Loverboy, Heaven In Your Eyes
EX	EX	Sergio Mendes, Nonstop
EX	EX	The Fabulous Thunderbirds, Wrap It Up
EX	EX	Mick Jagger, Ruthless People

96TIC-FM
Hartford — P.D. Gary Wall

1	1	Timex Social Club, Rumors
2	3	Steve Winwood, Higher Love
3	6	Run-D.M.C., Walk This Way
4	4	Madonna, Papa Don't Preach
5	8	Lionel Richie, Dancing On The Ceiling
6	10	Huey Lewis & The News, Stuck With You
7	9	Regina, Baby Love
8	2	Peter Cetera, Glory Of Love (Theme Fr
9	7	Belinda Carlisle, Mad About You
10	10	Carl Anderson & Gloria Loring, Friend
11	11	Miami Sound Machine, Words Get In The
12	5	Jermaine Stewart, We Don't Have To Ta
13	16	Berlin, Take My Breath Away (Love The
14	13	Wham!, The Edge Of Heaven
15	17	Billy Ocean, Love Zone
16	19	Klymaxx, Man Size Love (From "Running
17	20	Michael McDonald, Sweet Freedom
18	21	Paul McCartney, Press
19	22	The Monkees, That Was Then, This Is N
20	21	Janet Jackson, When I Think Of You
21	23	Patti LaBelle, Oh, People
22	28	Lisa Lisa & Cult Jam With Full Force
23	28	Loverboy, Heaven In Your Eyes
24	25	Daryl Hall, Dreamtime
25	26	Glass Tiger, Don't Forget Me (When I
26	30	Billy Joel, A Matter Of Trust
27	11	Genesis, Throwing It All Away
28	32	Nu Shooz, Point Of No Return
A29	—	Stacey Q, Two Of Hearts
A30	33	Robert Palmer, I Didn't Mean To Turn
31	34	Don Johnson, Heartbeat
A32	—	Van Halen, Love Walks In
A33	—	Anita Baker, Sweet Love
A30	—	Tina Turner, Typical Man

98! WCAU-FM
Philadelphia — P.D. Scott Walker

1	1	Bananarama, Venus
2	3	Timex Social Club, Rumors
3	4	Steve Winwood, Higher Love
4	7	Berlin, Take My Breath Away (Love The
5	9	Lionel Richie, Dancing On The Ceiling
6	6	David Lee Roth, Yankee Rose
7	2	Madonna, Papa Don't Preach
8	12	Michael McDonald, Sweet Freedom
9	17	Carl Anderson & Gloria Loring, Friend
10	5	Jermaine Stewart, We Don't Have To Ta
11	14	Glass Tiger, Don't Forget Me (When I
12	15	The Monkees, That Was Then, This Is N
13	8	Belinda Carlisle, Mad About You
14	16	Miami Sound Machine, Words Get In The
15	22	Huey Lewis & The News, Stuck With You
16	18	Run-D.M.C., Walk This Way
17	19	Daryl Hall, Dreamtime
18	20	Paul McCartney, Press
19	25	Regina, Baby Love
20	31	Robert Palmer, I Didn't Mean To Turn
21	23	ZZ Top, Velcro Fly
22	28	Billy Ocean, Love Zone
23	30	Stacey Q, Two Of Hearts
24	26	Honeymoon Suite, What Does It Take
25	27	Klymaxx, Man Size Love (From "Running
26	28	Van Halen, Love Walks In
27	34	Double, The Captain Of Her Heart
28	30	El DeBarge, Love Always
29	32	Loverboy, Heaven In Your Eyes
30	40	Genesis, Throwing It All Away
31	33	Air Supply, Lonely Is The Night
32	35	Anita Baker, Sweet Love
33	31	Patti LaBelle, Oh, People
34	38	Nick Jameson, Weatherman
35	28	Simply Red, Money$ Too Tight (To Ment
A36	—	Tina Turner, Typical Man
37	EX	Billy Joel, A Matter Of Trust
38	EX	Janet Jackson, When I Think Of You
39	EX	Paul Simon, You Can Call Me Al
40	EX	Lisa Lisa & Cult Jam With Full Force,
A	—	Eurythmics, Missionary Man
A	—	Bon Jovi, You Give Love A Bad Name
A	—	Sheena Easton, So Far So Good (From
A	—	Don Johnson, Heartbeat

B94 FM
Pittsburgh — P.D. Nick Ferrara

1	7	Carl Anderson & Gloria Loring, Friend
2	1	Timex Social Club, Rumors
3	9	Stacey Q, Two Of Hearts
4	4	Steve Winwood, Higher Love
5	5	Bananarama, Venus
6	15	Run-D.M.C., Walk This Way
7	3	Peter Cetera, Glory Of Love (Theme Fr
8	8	Berlin, Take My Breath Away (Love The
9	6	Madonna, Papa Don't Preach
10	10	Michael McDonald, Sweet Freedom
11	21	Lisa Lisa & Cult Jam With Full Force
12	18	Lionel Richie, Dancing On The Ceiling
13	20	Huey Lewis & The News, Stuck With You
14	14	Klymaxx, Man Size Love (From "Running
15	19	Billy Ocean, Love Zone
16	23	Janet Jackson, When I Think Of You
17	17	Chaka Khan, Love Of A Lifetime
18	27	The Beatles, Twist And Shout
19	2	Jermaine Stewart, We Don't Have To Ta
20	11	Jeffrey Osborne, You Should Be Mine (
21	24	Daryl Hall, Dreamtime
22	25	The Jets, Private Number
23	26	Patti LaBelle, Oh, People
24	28	Regina, Baby Love
25	30	Anita Baker, Sweet Love
26	28	Genesis, Throwing It All Away
27	EX	David Lee Roth, Yankee Rose
28	18	Miami Sound Machine, Words Get In The
28	EX	Van Halen, Love Walks In
A30	—	Tina Turner, Typical Man
A	—	Don Johnson, Heartbeat
A	—	Talking Heads, Wild Wild Life
A	—	Cyndi Lauper, True Colors
A	—	New Edition, Earth Angel
EX	EX	The Art Of Noise With Max Headroom, P

Q105 TAMPA BAY
Tampa — O.M. Mason Dixon

1	1	Steve Winwood, Higher Love
2	2	Carl Anderson & Gloria Loring, Friend
3	1	Peter Cetera, Glory Of Love (Theme Fr
4	6	Belinda Carlisle, Mad About You
5	1	Bananarama, Venus
6	8	Madonna, Papa Don't Preach
7	3	Jermaine Stewart, We Don't Have To Ta
8	9	Mike & The Mechanics, Taken In
9	12	Lionel Richie, Dancing On The Ceiling
10	13	Timex Social Club, Rumors
11	14	Miami Sound Machine, Words Get In The
12	15	Michael McDonald, Sweet Freedom
13	16	Huey Lewis & The News, Stuck With You
14	5	Kenny Loggins, Danger Zone
15	19	Double, The Captain Of Her Heart
16	18	Run-D.M.C., Walk This Way
17	18	Peter Gabriel, Sledgehammer
18	21	Daryl Hall, Dreamtime
19	24	The Beatles, Twist And Shout
20	23	Genesis, Throwing It All Away
21	20	Berlin, Take My Breath Away (Love The
22	27	Don Johnson, Heartbeat
23	25	Billy Ocean, Love Zone
24	11	Genesis, Invisible Touch
25	30	Eurythmics, Missionary Man
26	28	Regina, Baby Love
27	29	El DeBarge, Love Always
A28	—	Cyndi Lauper, True Colors
A29	—	Tina Turner, Typical Man
A30	—	Billy Joel, A Matter Of Trust
A	—	Honeymoon Suite, What Does It Take
A	—	Patti LaBelle, Oh, People
EX	EX	The Art Of Noise With Max Headroom, P
EX	EX	Klymaxx, Man Size Love (From "Running
EX	EX	Dreams In Price, New York Hold Her Tig
EX	EX	Glass Tiger, Don't Forget Me (When I
EX	EX	Gwen Guthrie, Ain't Nothin' Goin' On

WMMS 100.7 FM
Cleveland — P.D. John Gorman

1	1	The Monkees, That Was Then, This Is N
2	6	Steve Winwood, Higher Love
3	3	Bananarama, Venus
4	8	Berlin, Take My Breath Away (Love The
5	5	Lionel Richie, Dancing On The Ceiling
6	10	Huey Lewis & The News, Stuck With You
7	2	Wham!, The Edge Of Heaven
8	4	Madonna, Papa Don't Preach
9	9	One To One, Angel In My Pocket
10	11	Glass Tiger, Don't Forget Me (When I
11	17	Van Halen, Love Walks In
12	18	Michael McDonald, Sweet Freedom
13	15	David Lee Roth, Yankee Rose
14	13	Beau Coup, Born And Raised On Rock n
15	1	Peter Cetera, Glory Of Love (Theme Fr
16	16	Billy Satellite, Never Again Without
17	27	The Fabulous Thunderbirds, Wrap It Up
18	12	Timex Social Club, Rumors
19	23	Nu Shooz, Point Of No Return
20	24	Carl Anderson & Gloria Loring, Friend
21	27	Daryl Hall, Dreamtime
22	18	Belinda Carlisle, Mad About You
22	21	Jeffrey Osborne, You Should Be Mine (
24	29	38 Special, Somebody Like You
25	33	Southside Johnny & The Jukes, Walk Aw
26	31	Billy Joel, A Matter Of Trust
27	29	Doctor And The Medics, Spirit In The
28	32	Eurythmics, Missionary Man
29	30	Ines, Kissing The Dirt
30	34	Genesis, Throwing It All Away
31	25	John Cougar Mellencamp, Rumbleseat
32	36	Mike & The Mechanics, Taken In
33	35	Simply Red, Money$ Too Tight (To Ment
34	11	ZZ Top, Velcro Fly
35	30	Robert Palmer, I Didn't Mean To Turn
A36	—	Don Johnson, Heartbeat
37	40	Bob Seger & The Silver Bullet Band, I
38	39	Kenny Loggins, Playing With The Boys
39	28	Device, Hanging On A Heart Attack
40	EX	Mick Jagger, Ruthless People
A	—	John Fogerty, Eye Of The Zombie
A	—	Tina Turner, Typical Man
A	—	Cyndi Lauper, True Colors
EX	EX	Honeymoon Suite, What Does It Take
EX	EX	Neil Young, Touch The Night
EX	EX	Boys Don't Cry, Cities On Fire
EX	EX	Double, The Captain Of Her Heart
EX	EX	Eddie Money, Take Me Home Tonight
EX	EX	Triumph, Somebody's Out There
EX	EX	Regina, Baby Love
EX	EX	The Blow Monkeys, Wicked Ways
EX	EX	Sheena Easton, So Far So Good (From
EX	EX	Loverboy, Heaven In Your Eyes
EX	EX	La Marca, When You Question Love
EX	EX	Dolby's Cube, Howard The Duck
EX	EX	Paul McCartney, Press
EX	EX	Alvin Lee, Detroit Diesel
EX	EX	Run-D.M.C., Walk This Way

G98
Cleveland — P.D. Phil LoCascio

1	2	Madonna, Papa Don't Preach
2	1	Peter Cetera, Glory Of Love (Theme Fr
3	4	Steve Winwood, Higher Love
4	7	Timex Social Club, Rumors
5	5	Wham!, The Edge Of Heaven
6	10	Lionel Richie, Dancing On The Ceiling
7	3	Jermaine Stewart, We Don't Have To Ta
8	8	Bananarama, Venus
9	12	Berlin, Take My Breath Away (Love The
10	14	Michael McDonald, Sweet Freedom
11	8	Belinda Carlisle, Mad About You
12	19	Huey Lewis & The News, Stuck With You
13	6	Peter Gabriel, Sledgehammer
14	23	The Outfield, All The Love In The Wor
15	17	Journey, Suzanne
16	24	Carl Anderson & Gloria Loring, Friend
17	11	Rod Stewart, Love Touch (Theme From
18	13	Genesis, Invisible Touch
19	26	Jeffrey Osborne, You Should Be Mine (
20	26	Glass Tiger, Don't Forget Me (When I
21	25	David Lee Roth, Yankee Rose
22	22	Gavin Christopher, One Step Closer To
23	15	Kenny Loggins, Danger Zone
24	31	Genesis, Throwing It All Away
A25	—	Run-D.M.C., Walk This Way
26	28	Van Halen, Love Walks In
27	28	Regina, Baby Love
28	30	Daryl Hall, Dreamtime
29	33	Miami Sound Machine, Words Get In The
A30	—	Tina Turner, Typical Man
A31	—	Klymaxx, Man Size Love (From "Running
A32	—	Double, The Captain Of Her Heart
EX	—	Billy Ocean, Love Zone

Z95.5 WCZY FM/AM 1500
Detroit — P.D. Steve Weed

1	8	Lionel Richie, Dancing On The Ceiling
2	6	Carl Anderson & Gloria Loring, Friend
3	1	Madonna, Papa Don't Preach
4	5	Michael McDonald, Sweet Freedom
5	7	Bananarama, Venus
6	8	David Lee Roth, Yankee Rose
7	9	Klymaxx, Man Size Love (From "Running
8	2	Belinda Carlisle, Mad About You
9	14	Steve Winwood, Higher Love
10	12	Berlin, Take My Breath Away (Love The
11	16	Timex Social Club, Rumors
12	20	New Edition, Earth Angel
13	3	Peter Cetera, Glory Of Love (Theme Fr
14	11	Jermaine Stewart, We Don't Have To Ta
15	21	Billy Ocean, Love Zone
16	27	Huey Lewis & The News, Stuck With You
17	19	Gavin Christopher, One Step Closer To
18	23	Regina, Baby Love
19	13	Wham!, The Edge Of Heaven
20	28	Stacey Q, Two Of Hearts
21	15	Peter Gabriel, Sledgehammer
22	25	Chaka Khan, Love Of A Lifetime
23	30	Daryl Hall, Dreamtime
24	18	Jeffrey Osborne, You Should Be Mine (
25	32	Simply Red, Money$ Too Tight (To Ment
26	29	Miami Sound Machine, Words Get In The
27	39	Run-D.M.C., Walk This Way
28	22	Genesis, Invisible Touch
29	38	Paul McCartney, Press
30	11	Kenny Loggins, Danger Zone
31	EX	Anita Baker, Sweet Love
32	18	Andy Taylor, Take It Easy
33	37	El DeBarge, Love Always
34	38	Billy Joel, A Matter Of Trust
35	EX	Janet Jackson, When I Think Of You
36	EX	Eurythmics, Missionary Man
37	EX	Genesis, Throwing It All Away
38	40	The Jets, Private Number
39	EX	The Art Of Noise With Max Headroom, P

40	EX	Luther Vandross, Give Me The Reason
A	—	Cyndi Lauper, True Colors
A	—	Tina Turner, Typical Man
A	—	Mick Jagger, Ruthless People
A	—	Bob Seger & The Silver Bullet Band
A	—	Double, The Captain Of Her Heart
EX	EX	Thompson Twins, Nothing In Common
EX	EX	Tina Star, Can't Wait Another Minute

WLOL 99.5

Minneapolis — P.D. Tac Hammer

1	1	Steve Winwood, Higher Love
2	2	Rhymes, Man Size Love (From "Running
3	3	Lionel Richie, Dancing On The Ceiling
4	8	Glass Tiger, Don't Forget Me (When I
5	6	Michael McDonald, Sweet Freedom
6	9	U-Kiah & The Mechanics, Taken In
7	13	Huey Lewis & The News, Stuck With You
A	12	Daryl Hall, Dreamtime
9	11	Regina, Baby Love
10	10	Double, The Captain Of Her Heart
11	14	Miami Sound Machine, Words Get In The
12	15	Bananarama, Venus
13	17	Berlin, Take My Breath Away (Love The
14	4	Belinda Carlisle, Mad About You
15	5	Madonna, Papa Don't Preach
16	16	Thompson Twins, Nothing In Common
17	26	Paul McCartney, Press
18	22	Billy Joel, A Matter Of Trust
19	22	Mick Jagger, Ruthless People
20	25	Loverboy, Heaven In Your Eyes
21	21	Icehouse, No Promises
22	7	Wham!, The Edge Of Heaven
23	27	Billy Ocean, Love Zone
24	28	The Jets, Private Number
25	29	Times Social Club, Rumors
26	33	Gamma, Throwing It All Away
27	37	Janet Jackson, When I Think Of You
28	30	Kenny Loggins, Playing With The Boys
29	30	Run-D.M.C., Walk This Way
30	16	Peter Cetera, Glory Of Love (Theme Fr
31	36	Paul Simon, You Can Call Me Al
32	EX	Ron Johnson, Heartbeat
A33	—	Cyndi Lauper, True Colors
34	EX	Honeymoon Suite, What Does It Take
A35	—	Limited Warranty, Hit You
36	EX	Sheena Easton, So Far So Good (From "
A	—	Tina Turner, Typical Man
A	—	Talking Heads, Wild Wild Life
EX	EX	The Beatles, Twist And Shout

POWER 104 AAAS FM

Houston — P.D. Paul Christy

1	1	Madonna, Papa Don't Preach
2	5	Steve Winwood, Higher Love
3	4	Bananarama, Venus
4	7	Regina, Baby Love
5	6	Run-D.M.C., Walk This Way
6	3	Peter Cetera, Glory Of Love (Theme Fr
7	6	Berlin, Take My Breath Away (Love The
8	5	The Beatles, Twist And Shout
9	3	Belinda Carlisle, Mad About You
10	10	Lionel Richie, Dancing On The Ceiling
11	18	Huey Lewis & The News, Stuck With You
12	17	Michael McDonald, Sweet Freedom
13	13	Carl Anderson & Gloria Loring, Friend
14	23	Double, The Captain Of Her Heart
15	16	Wham!, The Edge Of Heaven
16	14	Bend Low Both, Yankee Rose
17	27	Daryl Hall, Dreamtime
18	11	The Outfield, All The Love In The War
19	12	Rod Stewart, Love Touch (Theme From
20	29	Miami Sound Machine, Words Get In The
21	22	ZZ Top, Velcro Fly
22	37	Generus, Throwing It All Away
23	44	Mike & The Mechanics, Taken In
24	25	Honeymoon Suite, What Does It Take
25	18	Glass Tiger, Don't Forget Me (When I
26	33	Anita Baker, Sweet Love
27	30	Air Supply, Lonely Is The Night
28	28	The Monkees, That Was Then This Is N
29	32	Doctor And The Medics, Spirit In The
A30	—	Rhymes, Man Size Love (From "Running
31	EX	Billy Ocean, Love Zone
32	30	Loverboy, Heaven In Your Eyes
33	EX	U DeBarge, Love Always
34	35	Lucy Pearl, Missionary Man
35	39	Paul McCartney, Press
36	44	Robert Palmer, I Didn't Mean To Turn
37	40	Janet Jackson, When I Think Of You
38	EX	Billy Joel, A Matter Of Trust
39	EX	Eddie Money, Take Me Home Tonight
40	EX	Patti LaBelle, Oh People
A	—	Rod Stewart, Another Heartache
A	—	Gwen Guthrie, Ain't Nothin' Goin' On
A	—	Sheena Easton, So Far So Good (From
A	—	Journey, Girl Can't Help It
EX	EX	Bruce Hornsby & The Range, Every Little

93Q

Houston — P.D. John Lander

1	1	Peter Cetera, Glory Of Love (Theme Fr
2	2	Carl Anderson & Gloria Loring, Friend
3	3	Bananarama, Venus
4	4	Berlin, Take My Breath Away (Love The
5	6	Lionel Richie, Dancing On The Ceiling
6	7	Doctor And The Medics, Spirit In The
7	10	Huey Lewis & The News, Stuck With You
8	19	The Monkees, That Was Then This Is N
9	24	The Beatles, Twist And Shout
10	5	Madonna, Papa Don't Preach
11	6	Steve Winwood, Higher Love
12	6	Rod Stewart, Love Touch (Theme From "
13	30	Run-D.M.C., Walk This Way
14	11	Peter Gabriel, Sledgehammer
15	15	Regina, Baby Love
16	16	Wham!, The Edge Of Heaven
17	17	David Lee Roth, Yankee Rose
18	25	Lucy Pearl, Missionary Man
19	26	Billy Ocean, Love Zone
20	18	Starship, Two Of Hearts
21	12	Kenny Loggins, Danger Zone
22	13	Belinda Carlisle, Mad About You
23	14	Times Social Club, Rumors
24	22	Jeffrey Osborne, You Should Be Mine (I
25	27	Glass Tiger, Don't Forget Me (When I
A26	—	Miami Sound Machine, Words Get In The
27	30	Double, The Captain Of Her Heart
28	25	ZZ Top, Velcro Fly
29	EX	New Edition, Earth Angel
A30	—	Janet Jackson, When I Think Of You
A	—	Lisa Lisa & Cult Jam With Full Force
A	—	GTR, The Hunter
A	—	Daryl Hall, Dreamtime
EX	EX	Generus, Throwing It All Away
EX	EX	Kenny Loggins, Playing With The Boys

KMEL 106

San Francisco — P.D. Steve Rivers

1	1	Steve Winwood, Higher Love
2	4	Run-D.M.C., Walk This Way
3	10	Gwen Guthrie, Ain't Nothin' Goin' On
4	5	Chaka Khan, Love Of A Lifetime
5	4	Luther Vandross, Give Me The Reason
6	2	Stacey Q, Two Of Hearts
7	12	Miami Sound Machine, Words Get In The
8	3	Bananarama, Venus
9	9	Double, The Captain Of Her Heart
10	14	Janet Jackson, When I Think Of You
11	13	The Beatles, Twist And Shout
12	6	Limited Warranty, Victory Line
13	16	Lisa Lisa & Cult Jam With Full Force
14	15	Simply Red, Money's Too Tight To Mend
15	17	Lionel Richie, Dancing On The Ceiling
16	19	Thompson Twins, Nothing In Common
17	20	Glass Tiger, Don't Forget Me (When I
18	23	Nu Shooz, Point Of No Return
19	21	The Art Of Noise With Max Headroom, P
20	22	Generus, Throwing It All Away
21	26	Anita Baker, Sweet Love
22	25	Huey Lewis & The News, Stuck With You
23	7	Regina, Baby Love
24	27	Eddie Money, Take Me Home Tonight
25	11	Prince & The Revolution, Anotherlover
26	30	Daryl Hall, Dreamtime
27	18	Rhymes, Man Size Love (From "Running
28	31	Billy Ocean, Love Zone
29	32	U DeBarge, Love Always
A30	—	New Edition, Earth Angel
31	35	The Jets, Private Number
A32	—	Tina Turner, Typical Man
33	28	Michael McDonald, Sweet Freedom
34	24	Madonna, Papa Don't Preach
35	EX	Robert Palmer, I Didn't Mean To Turn
A	—	Mick Jagger, Ruthless People
A	—	Orange Juice Jones, The Run
A	—	Cyndi Lauper, True Colors
EX	EX	Patti LaBelle, Oh People
EX	EX	Sheena Easton, So Far So Good (From
EX	EX	The Monkees, That Was Then This Is N

This space contributed as a public service

THIS YEAR PUT AN END TO YOUR DEADLY HABIT.

Great American Smokeout–Nov.20

AMERICAN CANCER SOCIETY

WNEW-AM NEW YORK IS CONDUCTING A NATIONAL TALENT SEARCH FOR THE MAKE-BELIEVE BALLROOM

WNEW AM, New York, is kicking off a nationwide talent search for a radio personality to host the historic "Make Believe Ballroom," in the great tradition of William B. Williams and Martin Block.

Finalists will participate in an on-air try-out for this prestigious position. Application deadline: September 1, 1986. No phone calls accepted. Send tapes and resume to: Quincy McCoy, Program Director, WNEW AM, 655 Third Avenue, New York, NY 10017.

WNEW 1130 AM

An equal opportunity employer

WNEW AM — A Metromedia Station

The High Life. DIR Broadcasting assembles the cast of characters for its new urban contemporary syndicated show, "Highlights," during a debut party in Los Angeles. Standing from left are Bullet Productions' Larry Harris and Mike Payne, DIR's Peter Kauff, Cranberry Records' Rod McGrew, basketball star and "Highlights" jazz contributor Kareem Abdul-Jabbar, "Highlights" host J.J. Johnson of KDAY Los Angeles, WYLD New Orleans PD Del Spencer, and DIR president Bob Meyrowitz. Seated are KOKY Little Rock PD George Frazier and a friend.

On The Road. MCA recording artist Lyle Lovett, center, covers the radio bases by paying a personal visit to WWVA Seven Spring, Pa. Hard at work is WWVA afternoon driver Frank Karroll and station MD Bill Berg.

Morning Maniacs. Participants in the recent NewCity Communications (formerly Katz Broadcasting) seminar (Billboard, Aug. 23) on personality radio pose after a session on morning shows. Standing from left are Andy Goodman, Dale Reeves, Michele George, and Bob James, all of the American Comedy Network, and WHTZ (Z-100) New York PD/Morning Zoo man Scott Shannon. James served as guest speaker at the seminar's close.

Big Apple Bash. The team from WNOR Norfolk accompanies some winning listeners to New York City, where the station spent a day broadcasting from ABC Radio Network's studios. Standing from left are WNOR GM Jack Rattigan, "All My Children" actress Kate Collins, WNOR's Gigi Young, Carol Taylor, Les Wooten, and Mike Arlo. Seated from left are the station's morning team members, Jimmy Dunn, Ron Reger, and Henry "the Bull" del Toro.

Blown To Smithereens. WDHA Dover, N.J., PD Mike Boyle, right, and production coordinator Irene Higgs try out the album rocker's new T-shirts on Smithereens members Dennis Diken, left, and Mike Mesaros. The two stopped by to thank WDHA for its support of their first single, "Blood And Roses."

On Top Of The World. Country star Randy Travis, right, and Thomas Kennedy III, general manager of KXXY Oklahoma City, share their respective No. 1 successes. Travis' triumph came from his "Storms Of Life" album, and KXXY's came from the spring Arbitron.

That's The Ticket! Morning talents from NBC/the Source affiliate station KZOK Seattle drop into New York to visit the stars of NBC-TV's "Saturday Night Live" while in town for a remote show from NBC's studios. Standing from left are KZOK's PD Phillip Sinder, morning partner Tony Miner, "Saturday Night Live" star Jon Lovitz, KZOK morning partner John Posey, and TV show announcer Don Pardo.

Cetera Savors Solo Success Of 'Solitude/Solitaire'

BY STEVE GETT

NEW YORK Peter Cetera has garnered instant solo success with his recent No. 1 hit on the Hot 100 Singles chart, "Glory Of Love (Theme From 'The Karate Kid, Part II')." But the former Chicago vocalist says he originally planned to launch his debut Warner Bros. album, "Solitude/Solitaire," with an uptempo single rather than a ballad.

"Although I'm very proud of my ballads, I also want people to recognize me for the other types of songs I record," says Cetera.

"Toward the end of my days with Chicago, when we had hits with 'Stay The Night' and 'Along Comes A Woman,' that was kind of gratifying to me. But then again, a No. 1 is a No. 1, and I'm obviously very happy."

Cetera started working on "Solitude/Solitaire" last June. "It took about nine months to finish, going back and forth, writing and rewriting," he says. "But it was definitely a quicker process than doing a Chicago record.

"You don't have to filter everything through other people, and there's nobody else to have to fight over everything with. So it was much simpler."

Asked why he left Chicago, Cetera says, "They just wanted to tour. I wanted to do a solo album, and it was a case of 'never the twain shall meet.' I'd worked hard to bring the group back up to No. 1 status, and I kind of felt it was time for me to step out on my own."

After parting company with the group, Cetera spent about six months looking for a manager before he took the advice of his lawyer, John Branca, and met with Freddy DeMann.

"I liked Freddy straight away—he seemed honest and sincere," says Cetera. "He also handles Madonna, so I figured he must have something going."

Aside from taking his time selecting a manager, Cetera was also diligent in his choice of a record producer. "Solitude/Solitaire" was produced by Michael Omartian, whose past credits include Cetera's Warner Bros. label mates Rod Stewart and Christopher Cross.

"I wanted somebody around me who the record company would have faith in rather than have them thinking, 'Oh, God! Here he goes, producing himself,'" says Cetera.

"Michael was great to work with because he's musical, and when I write I like someone I can bounce ideas off."

Shortly before the album was finished, Cetera met with Jerry Greenberg, president of the newly created United Artists Records, to discuss the possibility of recording a song for UA's "The Karate Kid, Part II" soundtrack album.

"When I met Jerry and Bob [Greenberg, executive vice president of UA], I had the basic concept and a few lines for 'Glory Of Love,'" says Cetera.

"Initially, I played them a more uptempo song I had, which they liked. But they told me they were looking for a ballad, so I said, 'Well, I've got something that's not quite finished.' I sang them a few bars, they flipped over it and took me to see the movie. Then I went back and wrote the rest of the song."

Though Warner Bros. retained the single rights to "Glory Of Love," the song is featured on both the soundtrack for "The Karate Kid, Part II" and Cetera's own album.

The singer says significant sales of UA's soundtrack may have slowed initial consumer response to his album (Billboard, Aug. 23), but he notes that there were no problems working with the two labels.

"When you're dealing with two record companies, usually no one wants to give. But the Greenbergs were great, really good people to deal with. And I have to hand it to Warner Bros.—they kind of gave in on that one point of it being on the soundtrack."

Despite immediate recognition as a solo recording artist, Cetera says he has no immediate plans to tour.

"Touring was always something that was kind of forced on me by the rest of the guys in Chicago, and it

(Continued on page 27)

UA Issues Debut Single

Mancrab Is 'Tears' Spin-off

NEW YORK Newly created United Artists Records has released its first single, Mancrab's "Fish For Life." The rock/dance-oriented song is lifted from the label's highly successful soundtrack for Columbia Pictures' summer blockbuster movie "The Karate Kid, Part II."

Mancrab may be a new name, but the group is actually the brainchild of Tears For Fears' keyboardist Ian Stanley and multi-instrumentalist Roland Orzabal. The two musicians wrote, produced, and played on "Fish For Life" with newcomer Eddie Jr. singing lead vocals.

"Mancrab started off as a vehicle for me and Roland to work on dance songs, staying more in the background—just writing and producing," says Stanley. "It's interesting to be able to do that sort of stuff outside of Tears For Fears."

Vocalist Eddie Jr. connected with Stanley and Orzabal after he appeared as a dancer in the video for Tears For Fears' 1985 chart-topper "Everybody Wants To Rule The World." He then made several appearances with the group on its tour to support the "Songs From The Big Chair" album.

Mancrab came to the attention of UA president Jerry Greenberg while he was involved in putting together the soundtrack for "The Karate Kid, Part II."

"The song came through Gary Le Mel, when he was supervising music at Columbia Pictures, and Peter Price at 10 Records in London," says Greenberg. "As soon as I heard it, I felt it would be great for the movie and knew it would be something we'd want to go for as a single. And it's an excellent way to launch a new act."

Though he has mixed feelings about soundtrack albums, Stanley says, "This was a nice break because it is the only medium where you can release a single in America without doing a whole album."

Recording the next Tears For Fears album, due next spring, is very much a priority for Stanley, but he says Mancrab will be an ongoing project. "We'll definitely be doing more recording," he says.

After making its initial mark with "The Karate Kid, Part II" soundtrack, UA plans a series of soundtrack releases, says Greenberg.

"The next project we're involved in is the new James Bond movie," he says. "We're also working on three soundtracks for the reorganized MGM/UA Communications company. Putting soundtracks together takes a lot of time and effort—these things definitely don't happen by luck. But I think we're already proving ourselves in the business."

STEVE GETT

Prince Holds Court For Rock's Royalty; After Close Shave, Boy Is Back To Work

by Steve Gett

NEW YORK Prince drew a host of celebrities to his Aug. 12-14 stand at London's Wembley Arena. **Phil Collins, Al Jarreau, Elvis Costello, George Michael, Howard Jones, Bob Geldof, Andy Summers,** and members of **Duran Duran, Sigue Sigue Sputnik, Queen, Dream Academy,** and **Tears For Fears** were among those who turned out to watch the first British dates in more than five years for His Royal Purpleness.

The final show saw **Sting** and **Ron Wood** come on stage during the encore to join in on a rousing rendition of the **Stones'** "Miss You," clearly one of Prince's current fave songs. He also jammed on the number with Wood and **Eric Clapton** at several après-gig parties in London clubs.

LET'S HEAR IT FOR THE BOY: His drug daze reportedly behind him, **Boy George** is back to work at Air Studios in Montserrat. He's recording his first solo album with veteran r&b producer **Stewart Levine**, whose credits include projects with the **Crusaders**, the late **Minnie Riperton**, and, more recently, **Simply Red**.

Levine has paired the Boy with songwriter **Lamont Dozier**, who has also been writing songs with Simply Red vocalist **Mick Hucknall** for the Elektra act's second album.

Simply Red has scheduled recording sessions for the fall at Compass Point studios in Nassau, Bahamas. **Alex Sadkin** is set to produce, and fellow Elektra artist **Anita Baker** is rumored to be making a guest appearance. Aside from several Hucknall/Dozier compositions, other potential cuts include covers of **Bunny Wailer's** "Love Fire" and **Sly Stone's** "Let Me Have It All."

SHORT TAKES I: **Pope John Paul II** is set to attend his first major pop concert. No, it's not **Twisted Sister**. His Holiness plans to catch a **Jean-Michel Jarre** outdoor spectacular in October at Lyons, France . . . **Elvis Costello** kicks off U.S. fall concerts Oct. 1 with a five-night stand at the Beverly Theatre in Los Angeles. The 22-date tour will see Costello playing multiple dates in San Francisco, Chicago, Boston, New York, and Philadelphia . . . The Gotham-based JFA concert production company has booked **Philip Bailey, Patti Austin,** and **George Duke** as headliners for its first Jazz Explosion Pop Series. Shows start Friday (29) in Cleveland and run through October . . . Look for a **Chaka Khan/David Bowie** studio collaboration to emerge before year's end . . . The **Clash's Joe Strummer** stars in the spaghetti Western/comedy flick "Straight To Hell"—a title lifted from a song on the group's "Combat Rock" album. The film, being shot in Spain, is directed by **Alex Cox** ("Repo Man" and the new "Sid & Nancy") and will feature cameo appearances by **Iggy Pop, the Pogues, Amazulu,** and **Tenpole Tudor** . . . After playing opening dates with **Stevie Ray Vaughan, Bonnie Raitt** plans to support her latest Warner Bros. album, "Nine Lives," as special guest on the **John Fogerty** tour, which starts Wednesday (27) in Memphis.

ON THE BEAT

Artist news, touring, signings, venues . . . for those who need to know

HEY MR. MOVIE STAR: **Bob Dylan** is in England, where he'll start shooting the movie "Hearts Of Fire" on Monday (25). Directed by **Richard Marquand**, who made "Jagged Edge," the film has Dylan playing the part of a reclusive rock star coaxed to make a comeback in the U.K. It's his first scripted acting role since his silver screen debut in the late **Sam Peckinpah's** 1973 movie, "Pat Garrett & Billy The Kid."

SOUNDTRACK TWIST: **Dustin Hoffman** and **Warren Beatty** will be singing on screen and on the soundtrack album for the Columbia Pictures' Christmas release "Ishtar." According to **Bones Howe**, who heads the studio's music division, "Dustin and Warren play two singer/songwriters, and they've spent a lot of time in the studio. **Paul Williams** and **Michael J. Jackson** have been producing, and they've really got these guys rocking and rolling—a lot of people will be surprised when they hear the finished product."

SHORT TAKES II: **Quiet Riot** returns to the road Sept. 1 in Jackson, N.J. The band plans to spend several months touring North America in support of its "Quiet Riot III" album before heading off to Canada, Japan, and various Latin countries. Gold Mountain act **Keel** will open the first leg of U.S. dates . . . PolyGram has rescheduled the release of "Make A Move," the debut album by **Billy Branigan (Laura's brother)**. Originally set for September, the **John Rollo**-produced record will ship in January . . . **Lloyd Cole & the Commotions** play two anti-apartheid concerts Sept. 5 and 6 in Glasgow, Scotland . . . **Paul Shaffer** and his **Late Night Band** provided excellent backing for **Stevie Winwood** when the singer recently appeared on **David Letterman's** show—how about a live album, Paul? . . . San Francisco rocker **Eric Martin** has started recording his second Capitol album in Los Angeles with **Richie Zito** producing. Martin plans to work with other top-name producers in New York and London . . . **Dionne Warwick's** next Arista album is expected to include the song "For Everything You Are," which she will also use to promote a new perfume that bears her name. Both scented and recorded product are set for heavy marketing campaigns in December.

LISTEN UP: Don't overlook the potential of new Minneapolis-based band **Limited Warranty**. The first single from its debut Atco/Atlantic album, "Victory Line," failed to score on the Hot 100 Singles chart, but, as previously suggested in this column, the follow-up, "Hit You," could be a major hit. With the band securing the opening slot on **a-ha's** upcoming U.S. tour, it's definitely time to *go for it!*

RAISING THE BRIDGE: **Billy Joel** is tentatively set to open a 47-date North American tour Sept. 29 in Glen Falls, N.Y. Word has it that stops will include three shows (Oct. 15, 16, and 18) at New York's Madison Square Garden, a Nov. 22 concert at the Los Angeles Forum, and four pre-Christmas gigs at the Nassau Coliseum in Uniondale, N.Y.

U.S. Plans Include Heavy Touring, Sales Push

Columbia Bows Woodentops' Debut Album

BY JEFF TAMARKIN

NEW YORK After logging a number of strong-selling singles in the U.K. on the independent Rough Trade label, the Woodentops have begun to make waves in the U.S. with their Columbia debut album, "Giant."

But the members of the U K group say landing a major label deal has not gone to their heads.

"We realize that whatever happens for us isn't going to happen tomorrow—we're going to take our time," says vocalist/songwriter Rolo McGinty.

"So far everything has been at a pace that I can stand, and I've adjusted slowly to it. Maybe in three years' time my head will be the size of a planet, but for now I have tno many things to do—like writing songs—to be interrupted by the success business."

McGinty's take-it-as-it-comes philosophy is shared by the Woodentops' manager, Seb Shelton, himself a veteran of the "success business." Shelton drummed with Dexy's Midnight Runners when that group scored its 1983 worldwide chart-topping single, "Come On Eileen."

"I don't think in terms of hit records—I think in terms of careers," says Shelton. "You have to have hit records, but if you have a lot to build on and you become progressively bigger, then you maintain confidence with the business people you work with."

Longterm development stategies are essential for bands, says Shelton. "Then the artist has some time to absorb it all, and you're not worrying whether the group has a hit record. I don't think we should rush from zero to 100," he says.

Recalling that Dexy's was forced to cancel tour dates because of poor ticket sales just after "Come On Eileen" had topped the charts, Shelton says that band's problem was the absence of a firm U.S. base beyond its hit single. He says he is determined to prevent the Woodentops from falling into a similar trap.

"We're treating the Woodentops as a quality group with a quality album rather than just thinking that we have an album with a hit on it," says Shelton.

Shortly before the release of "Giant," the Woodentops' Rough Trade singles were issued on the compilation album, "Well, Well, Well," through the U.S indie label Upside That record helped the group establish a national college radio base Heavy touring commitments, together with Columbia's strong push behind "Giant," are helping the Woodentops gain widespread notoriety.

Helping The Homeless. Backstage before his recent "Give Me Shelter" benefit concert for homeless children at Manhattan's Ritz club, John Waite is joined by several famous faces Pictured are, from left, Waite's guitarist, John McCurry, former MTV VJ J J Jackson, Waite, EMI America a&r executives John Mrvos and Michael Barackman, and Twisted Sister guitarist Jay Jay French (Photo. Chuck Pulin)

BTO Look Out For No. 1

BY GREG CORRADETTI

NEW YORK Veteran Canadian rockers BTO—previously known as Bachman-Turner Overdrive—landed a potential career coup by scoring the opening-act slot on Van Halen's marathon U.S. "5150" tour.

With the promise of performing before more than 1 million people, the members of BTO are determined to take advantage of this exposure to re-establish themselves as a musical force

The Van Halen dates, which began in March and are scheduled to run through November, find BTO playing to arena-size audiences Before the tour, the Canadian trio, which established itself in the '70s, had been touring the club and bar circuit.

"We're reaching a lot of younger people with Van Halen," says bass guitarist Tim Bachman, who also manages the group. "The audience is made up largely of 14- to 25-year-olds, whereas before we were playing to 19-year-olds and up because we did a lot of bars. Now we have an opportunity to really expand our audience."

Asked how BTO secured the slot on Van Halen's tour, guitarist Randy Bachman says, "The whole thing came about after we got a call to do a show with Foreigner last November, which turned out to be a really hot one. So later on, when Eddie Van Halen was discussing opening bands for the tour with Mick Jones [co-producer of "5150"], our name came up."

Last-minute confirmation that BTO would accompany Van Halen

(Continued on page 41)

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Talent in Action

ROB JUNGKLAS
Park West, Chicago
Tickets $6.50

UNLIKE FELLOW SOUTHERN boys, Steve Earle and Dwight Yoakam, Memphis rocker Rob Jungklas showed that not everyone from below the Mason-Dixon line has roots firmly entrenched in country soil.

His tight, 75-minute set here Aug. 2 owed more to Stax Records than the Grand Ole Opry, as "Memphis Thing," from his Manhattan Records debut, "Closer To The Flame," attests

Jungklas came across as your average Joe who has no better luck with love than any of the rest of us poor fools who keep looking for the right one in all the wrong places. But by opening with such tunes as "Big Bouffant," "See That Girl," and "Dizzy Blonde," he hardly seemed the type who'd make friends at a feminist consciousness-raising session. However, as he delved further into the album's material, he revealed an emotional side that went far beyond the mere physical in such well-delivered songs as "Make It Mean Something."

Junkglas did everything but shake hands and kiss babies in an effort to win over the small, polite audience during the 12-song set. He worked himself, if not the crowd, into a frenzy, cajoling them to break loose. The pleas succeeded; two-thirds into the performance, while rendering "Take Me Back To 17," he ran into the audience, finally receiving the standing ovation he'd worked for so hard.

Once hooked, the crowd refused to let go. Following an encore, Jungklas returned, and having run out of original material, turned in a splendid enver of "Summer In The City."

His band—guitarist Rick DiFonzo, who shone on "Boystown"; bassist Dave Conrad; drummer Chad Cromwell; and keyboardist Jack Hulder, who contributed nice saxophone riffs on "Hello Heaven"—kept pace with Jungklas every step of the way. Although his entreaties to the crowd may have been overdone, the show left no doubt that Jungklas' passionate rock'n-'roll heart is in the right place

MELINDA NEWMAN

THE CRAMPS
SCREAMING BLUE MESSIAHS
The Ritz, New York
Tickets: $15, $13.50

THAT THE CRAMPS have managed to thrive for 10 years without a U.S. major label deal is testimony to their devoted cult following. And that cult turned out in force here July 31, enjoying every second of this Elvis-meets-Dracula-meets-B-movie-sleaze-meets-Iggy-mutant rockabilly band's spectacle of a show

The Cramps paid tribute to rock'n'roll's roots while twisting them inside nut in their own image. Singer Lux Interior, who, along with guitarist Ivy Rorschach, is the only remaining original hand member, started the set decked from head to toe in gold lamé, but all that remained by the end were two gold gloves.

Interior didn't su much sing original Cramps standards like "What's Inside A Girl?" and covers like the Trashmen's "Surfin' Bird" as much as he assaulted them. But the Cramps never did play the rockabilly revival game very straight. Despite the touching cover of Rick Nelson's "Lonesome Town," the Stray Cats they're not.

Stripped of their visuals, the Cramps would pass as a better-than-average updated cartoon/horror-show version of the band in any vintage Presley film. Their cover of Elvis' campy "Do The Clam" was an inspired choice.

Much of the intense crowd reaction was for "Poison" Ivy's gold bikini and Interior's dousing of various parts of his body with wine, climbing into the balcony, and smashing microphone stands. As a package, it works; the Cramps, whose most recent alhum, "A Date With Elvis," is only available on import, didn't last this long on chops alone.

The Screaming Blue Messiahs, an English trio here to support its Elektra album, "Gun-Shy," was often reminiscent of a young Clash. But the group traded in that band's speed, sloppiness, and aggression for a more tempered, insistent, rock-steady bottom.

Bald, 6-foot-tall singer Bill Carter is an imposing figure and a monster rhythm guitarist, but the Messiahs' sound was monotonous, and they failed to win over the audience to any great degree. JEFF TAMARKIN

EURYTHMICS
Greek Theatre, Los Angeles
Tickets: $19.50, $17.50, $11

A GIANT ZIPPER opened and the curtains parted to reveal the latest installment of that ongoing experiment Dave Stewart and Annie Lennox call the Eurythmics. But in this Aug. 4 stop on the group's "Revenge" tour, it appeared that the tweaking and fiddling has been suspended in favor of plain old fun.

For a group of this stature, playing a three-night stint at the comfortable Greek plus a night at the Pacific Amphitheater in nearby Orange County rather than a couple of shows at the cavernous Forum seemed a gracious move. And graciousness characterized the whole performance.

Lennox was particularly expansive, eager for contact with the audience; she called for people to come to the front of the stage and even made a foray into the seats herself. Stewart seemed to be having a very good time rocking out on guitar as he led the solid five-piece band through supercharged versions of recent songs and totally retooled readings of earlier, more studio-oriented material.

The up attitude held barely a trace of the calculated image manipulation so often associated with the Eurythmics. Lennox did, however, add another twist to her unconventional sensuality by finishing the regular portion of the show wearing nothing above the waist save a red bra while singing—what

(Continued on next page)

BOXSCORE TOP CONCERT GROSSES

Amusement Business®

ARTIST(S)	Venue	Date(s)	Gross / Ticket Price(s)	Attendance / Capacity	Promoter
NEIL DIAMOND	Madison Square Garden Center New York, N Y	July 24-31	$2 927,835 $20/$15	152,319 sellout	Ron Delsner Inits
VAN HALEN BTO	Centrum Worcester, Mass.	Aug 11 12, 14 15	$762,186 $16 50/$14 50	48,500 sellout	Don Law Co
VAN HALEN BTO	The Spectrum Philadelphia, Pa	Aug 4 6	$691 523 $15 50/$13 50	46 774 sellout	Electric Factory Concerts
VAN HALEN BTO	Capital Centre Landover, Md	Aug 8 9	$497 136 $16	31,871 31,600	Cellar Door Prods
BOB SEGER & THE SILVER BULLETT BAND FABULOUS THUNDERBIRDS	Blossom Music Center Cuyahoga Falls, Ohio	Aug 4 5	$484 300 $16/$11	37,437 sellout	in house
BOB DYLAN TOM PETTY & THE HEARTBREAKERS	British Columbia Place Vancouver B C	Aug 1	$378 017 ($472,521 Canadian) $21	23 164 78 000	Media One Concerts Ltd
STEVIE WONDER	Centrum Worcester, Mass.	Aug 16-17	$329 855 $18 50	30 685 25,000	Michael Shaw Presents
STEVIE WONDER	The Spectrum Philadelphia, Pa	Aug 8	$325,896 $18 50	18,323 sellout	G Street Express Stageright Prods
STEVIE WONDER	Capital Centre Landover, Md	Aug 10	$318,348 $18 50	17,208 sellout	G Street Express Stageright Prods
JIMMY BUFFETT	Blossom Music Center Cuyahoga Falls, Ohio	June 28	$280,260 $16/$12	20,752 sellout	in house
RUN-D M.C. WHODINI LL COOL J BEASTIE BOYS	Joe Lewis Arena Olympia Stadium Detroit, Mich	Aug 6	$270,875 $15 50/$12 50	18,547 19 000	G Street Express Stageright Prods Taurus Prods
RUN-D M C. WHODINI LL COOL J BEASTIE BOYS	The Arena St Louis, Mo	Aug 1	$235 089 $14 50	16 697 17 853	G Street Express Stageright Prods Taurus Prods
AC/DC QUEENSRYCHE	Cow Palace San Francisco, Calif	Aug 15	$232,747 $17 50/$16	14,500 sellout	Bill Graham Presents
WHITNEY HOUSTON SYLVIA TRAYMORE	Indiana State Fair Indianapolis Ind	Aug 16	$225,965 $14 50/$12 50	16,287 sellout	Sunshine Promotions
AC/DC QUEENSRYCHE	Irvine Meadows Amphitheatre Laguna Hills, Calif	Aug 13	$225,570 $17 50/$12 50	15 000 sellout	Avalon Attractions
HUEY LEWIS & THE NEWS	St John's Memorial Stadium St Johns Newfoundland Canada	Aug 14-16	$223,361 ($270,281 Canadian) $19 50	14,318 16 200	Concerts Prod International Donald K Donald Prods
RUN-D M C WHODINI LL COOL J BEASTIE BOYS	Oakland-Alameda County Coliseum Oakland Calif	Aug 16	$222,278 $16 50/$15	14,818 sellout	Bill Graham Presents
JAMES TAYLOR	Blossom Music Center Cuyahoga Falls, Ohio	Aug 13	$218,667 $14/$11	20,817 sellout	in-house
AC/DC QUEENSRYCHE	San Diego Sports Arena San Diego, Calif	Aug 12	$198,000 $16	12,176 sellout	Fahn & Silva Presents
JACKSON BROWNE PETER CASE	Irvine Meadows Amphitheatre Laguna Hills, Calif	Aug 17	$186,828 $19/$17 50/$12 50	12,543 15,000	Avalon Attractions
AC/DC QUEENSRYCHE	Cal Expo Grandstand California State Fair Sacramento, Calif	Aug 16	$173,185 $16 50	10 496 12 700	Bill Graham Presents
ZZ TOP HONEYMOON SUITE	Lawlor Events Center Univ of Nevada Reno Reno, Nev	Aug 13	$170 082 $16 50	10,308 sellout	Rock N Chair Prods
SANTANA	Shoreline Amphitheatre Mountain View, Calif	Aug 17	$159,836 $16 50/$14 50	10 088 15,000	Bill Graham Presents
WHITNEY HOUSTON SYLVIA TRAYMORE	Freedom Hall Arena Kentucky Fair & Exposition Center Louisville, Ky	Aug 15	$156,310 $10	15,600 sellout	Sunshine Promotions
AC/DC QUEENSRYCHE	Tarrant County Convention Center Fort Worth, Texas	Aug 5	$149,588 $15	10 695 13,956	Stone City Attractions Pace Concerts
HANK WILLIAMS JR & THE BAMA BAND MARIE OSMOND	Charlotte Coliseum Charlotte, N C	Aug 16	$146,436 $14 50	10,099 sellout	Kaleidoscope Prods
RUN-D M C. WHODINI LL COOL J BEASTIE BOYS	Myriad Convention Center Oklahoma City Okla	Aug 1	$143,275 $12 50	11,826 sellout	G Street Express Stageright Prods
EDDIE MURPHY THE WEATHER GIRLS	Cajundome Lafayette, La	Aug 17	$140,661 $15 50	9 453 9,850	LA Magic Promotions
JIMMY BUFFETT & THE CORAL REEFER BAND	San Diego Open Air Theatre San Diego State Univ San Diego, Calif	Aug 5-6	$135,353 $20/$17 50/$15	8 489 8 954	Avalon Attractions
EDDIE MURPHY	Baltimore Civic Center Baltimore, Md	Aug 3	$126,015 $15 50	8,371 13,641	Cellar Door Prods
38 SPECIAL TED NUGENT	Mississippi State Fair Coliseum Jackson, Miss	Aug 13	$125,104 $14	8,936 10,000	Mid South Concerts
AC/DC QUEENSRYCHE	Tucson Community Center Tucson, Ariz	Aug 9	$123 998 $15 75/$14 75	8,508 sellout	Leyland Presents
AC/DC QUEENSRYCHE	Hemisfair Arena San Antonio Convention Center San Antonio, Texas	Aug 7	$123 485 $15	8,908 12 200	Stone City Attractions
LOVERBOY DOKKEN	Knoxville Civic Auditorium Knoxville, Tenn	Aug 14	$121,873 $14 50	8 405 10,000	Mid South Concerts
AC/DC QUEENSRYCHE	Thomas & Mack Center Univ of Nevada at Las Vegas Las Vegas, Nev	Aug 11	$121,530 $15/$13 50	8,358 10 000	Evening Star Prods
ALABAMA	Illinois State Fairgrounds Springfield, Ill	Aug 16	$117,718 $12/$10 $8	12,845 13,000	in-house
AIR SUPPLY	Great Woods Center for the Performing Arts Mansfield, Mass	Aug 14	$112,443 $17 50/$15 50/$13 50	6,621 15,000	New England Programming
38 SPECIAL TED NUGENT	Barton Coliseum Little Rock, Ark	Aug 17	$110,726 $14	7 909 10,000	Mid South Concerts
LOVERBOY DOKKEN	Freedom Hall Civic Center Johnson City, Tenn	Aug 11	$108 860 $15 50/$14 50	7,418 9,500	Sunshine Promotions

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TALENT IN ACTION

(Continued on preceding page)

else?—"Would I Lie To You?"

With the abundance of strength and spirit in the performance—boosted by the standing, screaming, and dancing crowd—this tour seems ripe for preservation on a concert video or live album or both.

STEVE HOCHMAN

STEPS AHEAD

Bottom Line, New York
Tickets. $10

STEPS AHEAD not only has a new Elektra album, "Magnetic," but also an even newer lineup Since recording "Magnetic," the group's two stellar co-founders—tenor saxophonist Michael Brecker and vibraharpist/keyboardist Michael Mainieri—have been joined by bassist Darryl Jones, fresh off his recording and touring stint with Sting; guitarist Mike Stern, best-known for his previous work with Miles Davis and David Sanborn; and former Journey drummer Steve Smith

With such a wealth of talent, in addition to a heavy reliance on electronic gadgetry, this recent show could easily have gone the way of indulgent jazz/fusion excess. It didn't, largely because the compositions were open enough to allow room for everyone, yet sufficiently structured to keep individuals inbounds.

A case in point was the exotic "Beirut," from the new album, which skillfully evoked that city's savage energy and conflict between traditional and modern forces. Based on Brecker's ground-breaking use of the Steiner EWI—a bizarre "Star Wars"-esque, clarinet-like synthesizer hooked up to a computer disk drive via a wide-connecting cable—the tune built upon his central Eastern-flavored figures, Stern's sustained guitar notes, Jones' bubbling funk bass riffs, and Smith's clanging drum rhythms, with Mainieri's swirling vibe patterns adding to the song's at times ferocious power.

Brecker was able to mimic violin, woodwind, horn, and bell sounds in full tonal variations and even used the Steiner EWI to kick off drumbeats He readily alternated with his unadorned sax, though, especially on numbers requiring a dirtier, angrier attack.

Stern also was adept at electronic aids, effectively using digital delay to achieve a two-note drone beneath an Indian raga-sounding solo pattern. Mainieri, meanwhile, looked perpetually intense in his delicate four-mallet technique, halving it during high-speed soloing.

JIM BESSMAN

MICK TAYLOR

The Bottom Line, New York
Tickets: $10

BEST KNOWN FOR his six-year (1969-75) stint as lead guitarist for the Rolling Stones, Mick Taylor made his debut as a headliner here Aug. 1 with the first of four sold-out shows.

One would never have known from his low-key approach to this gig, however, that Taylor was once "the other Mick," a member of the world's greatest rock'n'roll band, or that he was even the leader of this group.

Standing off to the right of the stage, Taylor was physically and often musically in the shadow of his bassist and vocalist, Roger "Jellyroll" Troy, a veteran San Francisco musician (ex-Electric Flag) who, along with keyboardist David Cohen (of Country Joe & the Fish), had only met Taylor a week before this tour opened. Drummer Colin Allen had played with Taylor in John Mayall's Bluesbreakers.

With almost no time to rehearse, the band stuck to standards by the likes of B.B. King and Muddy Waters; this could have been any good blues band in any bar on any night in any town.

For his part, Taylor's playing was up to par, but, sticking to simple and straight blues material, he exhibited little of the brilliance he did on such classic Stones albums as "Exile On Main Street" and "Sticky Fingers."

JEFF TAMARKIN

CETERA SAVORS SUCCESS

(Continued from page 25)

was more labored than anything else," he says.

"I'm not about to go out there and open for somebody or play 1,200-seat halls. To me, touring's nothing more than an overrated moneymaking proposition. You don't always have to go on the road—you should *want* to go on the road. So I'm really waiting at least until after the second album. It'll have to be when I really want to do it."

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Diva Duet. Elektra's Anita Baker and Atlantic's Roberta Flack share smiles during a recent party for Baker in New York. (Photo: Chuck Pullin)

Dallas Singer Has Embraced Many Styles

Taylor Takes It One Day At A Time

BY JEFF HANNUSCH

NEW YORK: Durability has been the earmark of Johnnie Taylor's lengthy career. The 48-year-old, Dallas-based singer has embraced gospel, doo-wop, pop, blues, Memphis soul, and even disco during his tenure as a recording artist.

There have been numerous highs along the way—records like 1968's "Who's Making Love" and 1975's "Disco Lady"—but Taylor has also paid the price of success with two heart attacks and a much publicized drug rehabilitation.

"All that's behind me," says Taylor. "I've learned from my mistakes. It doesn't matter how drunk you get or what drug you take, when you sober up you still have to take care of business or you won't survive."

Taylor's current album, "Wall To Wall," his second for the Jackson, Miss.-based Malaco label, has hung solidly on the charts for more than 25 weeks. Like his previous effort, "This Is Your Night," Malaco reports that "Wall to Wall" has sold in excess of 100,000 units. In addition, his singles have done 30,000-40,000 copies.

'I like a song that tells a story and hits home'

"I'm definitely enjoying being at Malaco," he says. "It reminds me of the early days at Stax. I feel like I'm part of a building process. Everybody there works hard and pulls together."

However, Taylor points out one important difference between Malaco and Stax. "Malaco is into selling albums. Stax was into singles. Sure, we did some albums there, but usually they had a couple of good tunes and the rest were fillers. Every song we record at Malaco is treated like a potential million-seller.

"I think to market an album successfully you need to take a year. Malaco doesn't have a lot of artists so they can take more time to push you. When 'Wall To Wall' first came out, it didn't really do much, but it's gradually built to the point where right now it's probably selling better than it ever has.

"When I was with Columbia, they had 300 other artists to sell. If you didn't make some noise right off the bat they forgot about you," he says.

Taylor also has special praise for the material Malaco offers him. "They've got some great writers," says Taylor. "George Jackson, Paul Kelly, Vasti Johnson, and Larry Addison. I like a song that tells a story and really hits home, and they write the kind of song I can deliver."

While Taylor is obviously content at Malaco, he points out one of the label's shortcomings. "A lot of people look at Malaco as just a blues label. I go in a lot of shops and see my albums in the blues section. And I'm definitely not just a blues singer. A lot of people look at Malaco with Z.Z. Hill and 'Downhouse Blues.' I think if they can throw off that image, we can really get down to selling some serious records."

Taylor is dividing his time between running his own management/booking/investment office and pursuing a fairly ambitious touring schedule. "I don't have to have the No. 1 record to realize I can still make a good living as an entertainer. It would sure be nice to do it again, but I've been there before. It blows a lot of guys' mind when they don't stay at top of the heap, and they lose everything. Nobody stays there forever . . . nobody.

"God has really blessed me. I've learned the business from some of the greats. When I was coming up as a kid singing gospel with the Soul Stirrers, the older fellows in the group showed me the ropes," he says.

"After Sam Cooke signed me to sing r&b on his label I wanted to have a hit right away. When I didn't, I kept asking Sam, 'What's wrong? How come I'm not going anywhere?' He told me to relax. He said I was talented and that things would take care of themselves if I'd just let my career build. He was right.

"Moms Mabley once told me, 'Son, don't drive too fast or you'll run over somebody. But don't drive too slow or somebody will run over you. Just keep the speed limit and you'll get there okay.' I always try to remember that."

THE RHYTHM & THE BLUES

by Nelson George

EVER SINCE NBC'S "Motown 25" special and the use of Motown hits in "The Big Chill," the company's impact as an oldies label has, to some degree, outstripped its place in the contemporary marketplace. Despite the superstar sales of **Lionel Richie** and **Stevie Wonder** and the rise of **El DeBarge**, the label's biggest stars remain the music of its past, a catalog of hits that were as influential as those of the **Beatles** and as durable as any popular music ever made. In commercials, in a wide range of radio formats, and in the music of young composers, the Motown sound can be heard even if the particular set of individuals, circumstances, and economic conditions that produced it can never be recreated. Many of its makers are dead (**Marvin Gaye, James Jamerson, Benny Benjamin**) and so is the mix of opportunism and innocence that made it work.

New TV series underscores Motown's place in history

What does live on is Motown's ability to tap into the memories and old-time feeling of that Motor City music. The latest illustration is "Motown On Showtime," a six-part series that begins on the cable channel Friday (29). The first show, hosted by **Stevie Wonder**, focuses on the **Temptations** and **Four Tops**, mixing vintage clips with new footage. Despite patches of hokey narrative spoken (though not written) by Wonder, there are some wonderful moments for old "Big Chill" types provided by the contrast between current footage of the Tops and Temptations and photos and film from the groups' golden age. The highlight of the Four Tops segment of the show is not a scene from **Dick Clark's** "Where the Action Is" or the Temptations/**Supremes** special (though those are pretty good), but when the Tops and **Aretha Franklin** (Ree. to the Tops) show that in addition to her much celebrated singing voice, the Queen of Soul is one very tasty pianist. A clip, with an introduction by **Ed Sullivan**, of the Temptations and Supremes performing each others' hits is wonderful as well.

In that clip we see **Mary Wilson**, with **Cindy Birdsong**, bouncing through **Cholly Atkins'** choreography on the side of the stage. Wilson became a legend by working on the sidelines pleasantly. But these days are over in more ways than one. With her upcoming St. Martin's Press book, "Dreamgirl: My Life As A Supreme," Wilson steps to the front of the stage to tell her side of the story. Not only is the book revealing of the much-talked-about relationships among **Berry Gordy, Diana Ross,** and **Flo Ballard**, it holds up many other Motown stars to surprisingly close scrutiny. Wilson hasn't written a scandal-sheet history of Motown, but there is plenty of history in "Dreamgirl" that only she could know.

SHORT STUFF: **Cyndi Lauper** does her interpretation of **Marvin Gaye's** "What's Going On?" on her upcoming Epic album, "True Colors". . . **George Benson** is about to hit the road to promote his just-released Warner Bros. album, "While The City Sleeps," and its first single, "Kisses In The Moonlight". . . **Tina Turner** will be quite visible in the coming months. The first single—"Typical Male"—from her "Break Every Rule" album on Capitol just hit the streets. The tune was produced and co-written by **Terry Britten** with **Greg Lyle**. This is the team that created "What's Love Got To Do With It." The singer's autobiography, "I, Tina," will be published by William Morrow in September. . . Reggae dub poet **Mutabaruka** is back with another collection of politically potent raps on "The Mystery Unfolds," on Shanachie. . . A group singing under the **Main Ingredient** banner has a 12-inch on Zakia Records called "Give Me Your Love" b/w "Do Me Right." But Zakia's current claim to fame is **Eric B featuring Rakim** with the rap "Eric B Is President," which contains the classic lyric, "She thought I was a doughnut/So she tried to glaze me." . . .

Black radio may be pleasantly surprised by **Miles Davis'** Warner Bros. debut, "TuTu." Executive producer **Tommy LiPuma** enlisted producer-artist and ex-Davis band member **Marcus Miller** to co-produce and write the bulk of the album. Another fusion alumni, **George Duke**, produced and wrote a song, Together, LiPuma, Miller, and Duke move Miles into a more accessible mellow funk direction. Two songs, "Splatch" and "Full Nelson," are even 12-inch material. The much talked about Prince-Davis collaboration never came together. . . **Latimore** has a new album of deep dish soul on Malaco called "Every Way But Wrong." Veteran soul writers **Denise LaSalle, Philip Mitchell,** and **Homer Banks** contributed songs which **Wolf Stephenson** produced. . . **Genobia Jeter** makes her RCA debut with a woman's touch behind the board. **Lesette Wilson** and **Me'lisa Morgan** co-produced and wrote "All Of My Love." . . . The Washington, D.C.-based, black-owned indie label Krystal Records has a new single, "Whatever It Takes," b/w "I Can't Take It," by **Gloria D. Brown**.

FOR WEEK ENDING AUGUST 30, 1986

Billboard HOT BLACK SINGLES ACTION

RADIO MOST ADDED

86 REPORTERS

		NEW ADDS	TOTAL ON
KENNY G.	WHAT DOES IT TAKE (TO WIN YOUR LOVE) ARISTA	43	47
TINA TURNER	TYPICAL MALE CAPITOL	42	42
CLUB NOVEAU	JEALOUSY TOMMY BOY	22	22
FORCE M.D.'S	CHILLIN' TOMMY BOY	17	64
JERMAINE STEWART	JODY ARISTA	16	20

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops reporting to Billboard. The full panel of reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to: Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036.

RETAIL BREAKOUTS

[illegible] REPORTERS

		NUMBER REPORTING
CAMEO	WORD UP ATLANTIC	24
KRYSTOL	PASSION FROM A WOMAN [illegible]	20
JANET JACKSON	WHEN I THINK OF YOU A&M	16
HOWARD HEWETT	I'M FOR REAL [illegible]	15
MAZE/FRANKIE BEVERLY	I WANNA BE WITH YOU CAPITOL	14

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20/20, Their N.Y.C. Restaurant, Bows

Ashford & Simpson Begin Tour

NEW YORK Capitol recording artists Nickolas Ashford & Valerie Simpson are beginning an active period following the release of their new single "Count Your Blessings," No. 22 on the Hot Black Singles chart.

To support the release of their new album, "Real Love," the songwriting/performing duo will go on a three-month, 30-city tour that starts Sept. 2. In addition to performing on-stage, Ashford & Simpson will be making two significant television appearances in the coming weeks. They will appear Monday (25) on the Emmy-winning soap opera "One Life To Live." Later in the fall TV season Ashford & Simpson will be seen on the CBS action-adventure series "The Equalizer." Motown's El DeBarge, making his solo concert debut, is their opening act.

Ashford & Simpson have also made a significant impact on New York nightlife with their new restaurant, 20/20, at 20 W. 20th St., the site of many record industry functions since its summer opening—including a gathering to celebrate the release of "Real Love."

Knighthood. Gladys Knight & the Pips celebrated signing with MCA at a recent Los Angeles party. Hanging out were, from left, MCA senior vice president of black music Jheryl Busby, Knight, MCA vice president of r&b promotion Ernie Singleton, and Bubba Knight of the Pips

FOR WEEK ENDING AUGUST 30, 1986

Billboard. TOP BLACK ALBUMS™

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Compiled from a national sample of retail store and one-stop sales reports

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST / LABEL & NUMBER / DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★ ★ NO. 1 ★ ★	
1	1	1	12	**RUN-D.M.C.** ▲ PROFILE 1217 (8.98) (CD) 3 weeks at No. One	RAISING HELL
2	2	2	15	**BILLY OCEAN** ▲ JIVE JLB 8409 ARISTA (8.98) (CD)	LOVE ZONE
3	3	3	21	**ANITA BAKER** ● ELEKTRA 60444 (8.98) (CD)	RAPTURE
4	4	4	15	**PATTI LABELLE** ▲ MCA 5737 (8.98) (CD)	WINNER IN YOU
5	7	7	9	**JEFFREY OSBORNE** A&M SP 5103 (8.98) (CD)	EMOTIONAL
6	5	5	27	**JANET JACKSON** ▲² A&M SP 5106 (8.98) (CD)	CONTROL
7	6	6	15	**WNODINI** ● JIVE JLB 8407 ARISTA (8.98)	BACK IN BLACK
8	10	9	12	**EL DEBARGE** GORDY 8181GL MOTOWN (8.98) (CD)	EL DEBARGE
9	9	12	29	**MELI'SA MORGAN** CAPITOL ST 12434 (8.98)	DO ME BABY
10	8	8	16	**THE S.O.S. BAND** TABU FZ 40279 EPIC (8.98) (CD)	SANDS OF TIME
11	11	14	5	**SHIRLEY JONES** PIR SI 53031 MANHATTAN (8.98)	ALWAYS IN THE MOOD
12	12	15	5	**JEAN CARNE** OWM 90492 ATLANTIC (8.98)	CLOSER THAN CLOSE
13	14	10	74	**WHITNEY HOUSTON** ▲⁶ ARISTA AL 8 8212 (8.98) (CD)	WHITNEY HOUSTON
14	13	11	13	**MIDNIGHT STAR** SOLAR 60454 ELEKTRA (8.98)	HEADLINES
15	15	13	62	**RENE & ANGELA** ● MERCURY 824607 1M1 POLYGRAM (8.98) (CD)	STREET CALLED DESIRE
16	16	19	19	**PRINCE & THE REVOLUTION** ▲ PAISLEY PARK 25395 WARNER BROS. (9.98) (CD)	PARADE
17	20	29	5	**UTFO** SELECT SEL 21816 (8.98)	SKEEZER PLEEZER
18	18	31	6	**PIECES OF A DREAM** MANHATTAN ST 53023 EMI AMERICA (8.98)	JOYRIDE
19	17	16	9	**BOB JAMES/DAVID SANBORN** WARNER BROS. 25390 (8.98) (CD)	DOUBLE VISION
20	35	52	3	**FULL FORCE** COLUMBIA BFC 40395	FULL FORCE GET BUSY ONE TIME
21	28	45	4	**ORAN "JUICE" JONES** COLUMBIA BFC 40367	JUICE
22	21	23	15	**THE FAT BOYS** SUTRA SUS 1017 (8.98)	BIG AND BEAUTIFUL
23	19	18	36	**L.L. COOL J** ● COLUMBIA BFC 42039 (CD)	RADIO
24	23	21	41	**THE JETS** MCA 5667 (8.98) (CD)	THE JETS
25	30	37	6	**THE TEMPTATIONS** GORDY 6207 GL MOTOWN (8.98)	TO BE CONTINUED
26	22	17	11	**RICK JAMES** GORDY 8185GL MOTOWN (8.98)	THE FLAG
27	27	35	5	**BOOGIE BOYS** CAPITOL 12488 (8.98)	SURVIVAL OF THE FRESHEST
28	25	26	6	**CON FUNK SHUN** MERCURY 826 963 1 POLYGRAM (8.98)	BURNIN' LOVE
29	31	28	12	**THE CONTROLLERS** MCA 5661 (8.98)	STAY
30	24	22	33	**STEPHANIE MILLS** MCA 5669 (8.98) (CD)	STEPHANIE MILLS
31	26	25	13	**NU SHOOZ** ATLANTIC 81647 (8.98) (CD)	POOLSIDE
32	45	—	2	**LEVERT** ATLANTIC 81669 (8.98)	BLOODLINE
33	34	20	8	**TEENA MARIE** EPIC FE 40318 (CD)	EMERALD CITY
34	29	27	40	**NEW EDITION** ▲ MCA 5879 (8.98) (CD)	ALL FOR LOVE
35	33	34	11	**52ND STREET** MCA 5738 (8.98)	CHILDREN OF THE NIGHT
36	NEW ▶		1	**CHAKA KHAN** WARNER BROS. 25425 (8.98) (CD)	DESTINY
37	32	24	9	**MTUME** EPIC FE 40292	THEATER OF THE MIND
38	37	30	19	**CASHFLOW** ATLANTA ARTISTS 824028 1M1 POLYGRAM (8.98)	CASHFLOW
39	36	32	38	**SADE** ▲² PORTRAIT FR 40263 EPIC (CD)	PROMISE
40	40	38	15	**SIMPLY RED** ● ELEKTRA 60452 (8.98) (CD)	PICTURE BOOK
41	47	36	9	**GAVIN CHRISTOPNER** MANHATTAN ST 53024 (8.98)	ONE STEP CLOSER
42	RE-ENTRY			**LISA LISA & CULT JAM WITH FULL FORCE** COLUMBIA FC 40135 (CD)	LISA LISA & CULT JAM WITH FULL FORCE
43	NEW ▶		1	**MELBA MOORE** CAPITOL ST 12471 (9.98)	A LOT OF LOVE
44	39	43	46	**STEVIE WONDER** ▲² TAMLA 6134TL MOTOWN (9.98) (CD)	IN SQUARE CIRCLE
45	38	39	10	**SKYY** CAPITOL ST 12448 (8.98)	FROM THE LEFT SIDE
46	44	40	68	**ATLANTIC STARR** ● A&M SP 5019 (8.98) (CD)	AS THE BAND TURNS
47	42	41	8	**CLARENCE CARTER** ICHIBAN 1003 (8.98)	DR. C.C.
48	41	33	15	**GEORGE CLINTON** CAPITOL ST 12481 (8.98)	R&B SKELETONS IN THE CLOSET
49	43	42	16	**WILLIAM BELL** WILBE WK 3001 (8.98)	PASSION
50	46	49	31	**FORCE M.O.'S** WARNER BROS. TOMMY BOY TB 1010 WARNER BROS. (8.98)	CHILLIN'
51	48	44	41	**CHERRELLE** TABU FZ 40094 EPIC	HIGH PRIORITY
52	NEW ▶		1	**SOUNDTRACK** MCA 6189 (9.98)	RUNNING SCARED
53	53	53	6	**RANDY CRAWFORD** WARNER BROS. 25423 (8.98)	ABSTRACT EMOTIONS
54	50	47	17	**TEASE** EPIC BFE 40091 (8.98)	TEASE
55	56	58	32	**YARBROUGH & PEOPLES** TOTAL EXPERIENCE TEB-5715 RCA (8.98)	GUILTY
56	62	67	3	**SOUNDTRACK** EPIC SE 40398 (8.98) (CD)	RUTHLESS PEOPLE
57	49	46	14	**PHILIP BAILEY** COLUMBIA FC 40208 (CD)	INSIDE OUT
58	55	65	74	**LUTHER VANDROSS** ▲ EPIC FE 39882 (CD)	THE NIGHT I FELL IN LOVE
59	NEW ▶		1	**L.A. DREAM TEAM** MCA 5779 (8.98)	KINGS OF THE WEST COAST
60	60	48	24	**JERMAINE JACKSON** ARISTA AL 8 8277 (8.98) (CD)	PRECIOUS MOMENTS
61	51	50	13	**JONNY KEMP** COLUMBIA BFC 40182	JOHNNY KEMP
62	NEW ▶		1	**THE DAZZ BAND** GEFFEN GHS 24110 WARNER BROS.	WILD AND FREE
63	65	71	42	**TEDDY PENDERGRASS** ASYLUM 60447 ELEKTRA (8.98) (CD)	WORKIN' IT BACK
64	58	63	23	**GEORGE HOWARD** TBA TB 210 PALO ALTO (8.98)	LOVE WILL FOLLOW
65	59	70	15	**PET SHOP BOYS** ● EMI AMERICA PW 17193 (8.98) (CD)	PLEASE
66	63	55	14	**THE TEMPTATIONS** MOTOWN 5384ML2 (9.98)	25TH ANNIVERSARY
67	54	51	32	**COLONEL ABRAMS** MCA 5683 (8.98)	COLONEL ABRAMS
68	57	59	18	**JUNIOR** MERCURY 828001 1M1 POLYGRAM (8.98)	ACQUIRED TASTE
69	61	62	14	**DIANA ROSS & THE SUPREMES** MOTOWN 5381 ML3 (10.98)	25TH ANNIVERSARY
70	64	60	53	**FIVE STAR** RCA NFL1 8052 (8.98)	LUXURY OF LIFE
71	74	74	54	**STARPOINT** ● ELEKTRA 60424 (8.98)	RESTLESS
72	70	61	16	**JONATHAN BUTLER** JIVE 1004 1 JB RCA (8.98) (CD)	INTRODUCING JONATHAN BUTLER
73	67	69	73	**ALEXANDER O'NEAL** TABU FZ 39331 EPIC	ALEXANDER O'NEAL
74	66	56	20	**MAZARATI** PAISLEY PARK 25368 WARNER BROS. (8.98)	MAZARATI
75	72	75	11	**DENISE LASALLE** MALACO MALC 7434 (8.98)	RAIN AND FIRE

◯ Albums with the greatest sales gains this week. (CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units, with each additional million indicated by a numeral following the symbol. *CBS Records does not issue a suggested list price for its product.

FOR WEEK ENDING AUGUST 30, 1986

Billboard® HOT BLACK SINGLES™

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Compiled from a national sample of retail store and one-stop sales reports and radio playlists

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE PRODUCER (SONGWRITER)	ARTIST LABEL & NUMBER DISTRIBUTING LABEL
(1)	4	7	8	★★ No. 1 ★★ 1 week at No. One — LOVE ZONE W BRATHWAITE B EASTMOND (B EASTMOND W BRATHWAITE B OCEAN)	◆ BILLY OCEAN JIVE 1-9510 ARISTA
(2)	5	6	10	AIN'T NOTHIN' GOIN' ON BUT THE RENT [illegible]	◆ GWEN GUTHRIE POLYDOR 885 106 7 POLYGRAM
3	3	4	10	GIVE ME TNE REASON [illegible]	◆ LUTHER VANDROSS EPIC 34 06129
4	1	1	13	DO YOU GET ENOUGN LOVE [illegible]	◆ SHIRLEY JONES P.I.R. 50030 MANHATTAN
(5)	9	11	11	ALL CRIED OUT FULL FORCE (FULL FORCE)	◆ LISA LISA & CULT JAM WITH FULL FORCE COLUMBIA 38 05844
6	2	2	12	SWEET LOVE M J POWELL (A BAKER L A JOHNSON G BIAS)	◆ ANITA BAKER ELEKTRA 7 69557
(7)	10	13	7	OANCING ON TNE CEILING [illegible]	◆ LIONEL RICHIE MOTOWN 1843
8	7	9	8	ON, PEOPLE R PERRY (B ROBERTS A GO DMAPH)	◆ PATTI LABELLE MCA 52877
(9)	11	20	7	(POP POP POP POP) GOES MY MIND [illegible]	LEVERT ATLANTIC 7 89389
10	6	5	11	LOVE THE ONE I'M WITH (A LOTTA LOVE) [illegible]	◆ MELBA MOORE & KASHIF CAPITOL 5577
(11)	73	76	8	THE RAIN V BELL R SIMMONS (V BELL)	◆ ORAN "JUICE" JONES DEF JAM COLUMBIA 38 06209 COLUMBIA
68	12	19	19	TEMPORARY LOVE THING FULL FORCE [illegible] (FULL FORCE)	◆ FULL FORCE COLUMBIA 38 06116
(13)	19	22	7	ONE LOVE L SMITH (L HUTCHINS L SMITH)	◆ WHODINI JIVE 1 9507 ARISTA
19	76	17	8	BORROWED LOVE J JAM T LEWIS (T LEWIS J HARRIS III)	◆ THE S.O.S. BAND TABU 4 06064 EPIC
(15)	76	31	5	WALK THIS WAY R SIMMONS R RUBIN (S TYLER J PERRY)	◆ RUN-D.M.C. PROFILE 5112
76	8	8	76	CLOSER THAN CLOSE G WASHINGTON JR (T PRICE)	JEAN CARNE OMNI 7 99531 ATLANTIC
(17)	27	42	8	WHEN I THINK OF YOU J JAM T LEWIS (J HARRIS III T LEWIS J JACKSON)	◆ JANET JACKSON A&M 2855
19	76	76	10	SWEET FREEDOM (THEME FROM RUNNING SCARED) R TEMPERTON D RUDOLPH B SWEDIEN (R TEMPERTON)	◆ MICHAEL McDONALD MCA 52857
(19)	62	19	7	ANOTHERLOVERHOLENYOHEAD PRINCE & REVOLUTION (PRINCE & REVOLUTION)	◆ PRINCE & THE REVOLUTION PAISLEY PARK 7 28620 WARNER BROS.
(20)	60	27	9	ALL THE WAY TO HEAVEN O BELL O COTTON (D E FRESH)	DOUG E. FRESH REALITY DANYA 264 FANTASY
21	73	76	2	LOVE OF A LIFETIME G GARTSIDE D GAMSON A MARDIN (G GARTSIDE D GAMSON)	◆ CHAKA KHAN WARNER BROS. 7 28671
(22)	28	33	5	COUNT YOUR BLESSINGS N ASHFORD V SIMPSON (N ASHFORD V SIMPSON)	ASHFORD & SIMPSON CAPITOL B 5598
(23)	24	29	8	GIVING MYSELF TO YOU H WOLINSKI (G JONES H WOLINSKI)	GLENN JONES RCA 14395
(24)	29	34	5	LOVE ALWAYS B BACHARACH C BAYER SAGER (B BACHARACH C BAYER SAGER B ROBERTS)	◆ EL DEBARGE GORDY 1857 MOTOWN
(25)	76	34	8	FOOL'S PARADISE L WILSON M MORGAN (L WILSON M MORGAN)	MELI'SA MORGAN CAPITOL 5600
26	19	8	76	RUMORS J KING D FOSTER (M THOMPSON M MARSHALL A HILL)	TIMEX SOCIAL CLUB JAY 7001
(27)	68	34	8	SOWETO J OSBORNE H STUART P MOORES F MUSKER (H STUART E LANERS F MUSKER)	JEFFREY OSBORNE A&M 12190
(28)	19	34	5	THE MIDAS TOUCH R CALLOWAY MIDNIGHT STAR (P WATSON J WILLIAMS)	MIDNIGHT STAR SOLAR 7 69523 ELEKTRA
(29)	42	57	3	★★★ POWER PICK/AIRPLAY ★★★ WORD UP L BLACKMON (L BLACKMON T JENKINS)	CAMEO ATLANTA ARTISTS 884 933 7 POLYGRAM
(30)	37	39	9	PRIVATE NUMBER [illegible] KNIGHT A ZIGMAN (J KNIGHT A ZIGMAN)	◆ THE JETS MCA 52846
(31)	35	43	5	★★★ POWER PICK/SALES ★★★ ROACHES R PARR (R PARR J KING)	BOBBY JIMMY AND THE CRITTERS MACOLA 0924
32	23	10	15	YOU SHOULD BE MINE (THE WOO WOO SONG) R PERRY (A GOLDMARK B ROBERTS)	◆ JEFFREY OSBORNE A&M 2814
(33)	34	17	8	I WANNA BE WITH YOU F BEVERLY (F BEVERLY)	MAZE FEATURING FRANKIE BEVERLY CAPITOL 5599
34	76	37	8	DISTANT LOVER R BENATAR G SENDERS (M GAYE G FUGUA S GREEN)	THE CONTROLLERS MCA 52865
(35)	60	51	8	I'M FOR REAL H HEWETT [illegible] CLARKE (H HEWETT S CLARK)	◆ HOWARD HEWETT ELEKTRA 7 69527 WARNER BROS.
34	19	16	76	SAY LA LA [illegible] WRIGHT [illegible] CAMPBELL	PIECES OF A DREAM MANHATTAN 50018 CAPITOL
(37)	19	54	8	LADY SOUL [illegible] CHUDACOFF (M HOLDEN)	THE TEMPTATIONS GORDY 1856 MOTOWN
(38)	34	30	8	PASSION FROM A WOMAN [illegible]	KRYSTOL EPIC 34 06046
(39)	48	—	7	EARTH ANGEL (FROM "THE KARATE KID, PART II") [illegible] (C WILLIAMS D WILLIAMS)	NEW EDITION MCA 52905
(40)	73	76	4	CAN'T WAIT ANOTHER MINUTE [illegible]	FIVE STAR RCA 14421
41	88	36	9	POINT OF NO RETURN [illegible]	◆ NU SHOOZ ATLANTIC 7 89342
(42)	45	49	6	ALWAYS [illegible] (A DIAMOND J INGRAM)	◆ JAMES INGRAM QWEST [illegible] WARNER BROS.
43	43	45	7	MAN SIZE LOVE (FROM 'RUNNING SCARED') [illegible]	◆ KLYMAXX MCA 52841
44	39	24	11	BANG ZOOM (LET'S GO-GO)/HOWIE'S TEEO OFF [illegible]	REAL ROXANNE WITH HOWIE TEE [illegible]
(45)	54	70	4	KISSES IN THE MOONLIGHT [illegible]	GEORGE BENSON WARNER BROS. 7 28640
(46)	60	77	3	SHAKE YOU OOWN G ABBOTT (G ABBOTT)	◆ GREGORY ABBOTT COLUMBIA [illegible]
47	30	18	12	RISING OESIRE [illegible]	STEPHANIE MILLS MCA [illegible]
48	25	12	14	BURNIN' LOVE [illegible]	CON FUNK SHUN MERCURY [illegible] POLYGRAM
49	52	58	7	RING RING [illegible]	THE TMP BAND [illegible]
(50)	56	67	5	NURSERY RNYME L A DREAM TEAM (M PERSON R ANTHONY)	◆ L.A. DREAM TEAM MCA 23629
51	51	53	6	IN THE NOUSE M MORALES G PICKETT D OGRIN (M MORALES G PICKETT)	THE FAT BOYS SUTRA 049
(52)	55	74	3	DUKE IS BACK G SPRILL S BROWN (S BROWN)	RAPPIN' OUKE TOMMY BOY 881
(53)	66	—	2	ONE PLUS ONE R HALPIN (R HALPIN V MADISON A LUNDY S LUNDY T PEARSON J DANIELS)	FORCE M.D.'S TOMMY BOY 7 28619 WARNER BROS.
(54)	67	—	7	REACTION [illegible] TOWNSEND B JACKSON)	REBBIE JACKSON COLUMBIA 38 06197
55	65	85	4	STAY A LITTLE WHILE, CNILD [illegible]	◆ LOOSE ENDS MCA 23635
56	44	23	15	GIVIN' IT (TO YOU) [illegible]	◆ SKYY CAPITOL 5560
57	49	28	12	NOMEBOY [illegible] (S ARRINGTON [illegible] ARRINGTON)	STEVE ARRINGTON ATLANTIC 7 89397
(58)	64	75	4	WRAPPEO AROUND YOUR FINGER [illegible]	YARBROUGH & PEOPLES TOTAL EXPERIENCE 1 2442 1/RCA
59	53	48	8	L.O.V.E. M.I.A. [illegible]	◆ THE OAZZ BANO GEFFEN [illegible] WARNER BROS.
(60)	NEW▶		1	★★★ HOT SHOT DEBUT ★★★ WHAT DOES IT TAKE (TO WIN YOUR LOVE) [illegible] (J BRISTOL V BULLOCK H FUQUA)	KENNY G ARISTA 9516
61	63	66	10	WHAT'CHA GONNA DO F WALLERT (I WELCH D FRANK)	O.C. SMITH RENDEZVOUS 1019
68	33	76	19	MINE ALL MINE L BLACKMON [illegible]	◆ CASHFLOW ATLANTA ARTISTS 884 [illegible] POLYGRAM
(63)	76	—	7	HEAVEN IN YOUR ARMS [illegible] (G LENN D QUANDER)	R J'S LATEST ARRIVAL EMI AMERICA 50040
64	62	88	15	BABY LOVE S P BRAY (S BRAY R RICHARDS M KESSLER)	◆ REGINA ATLANTIC 7 89417
(65)	NEW▶		9	TYPICAL MALE T BRITTEN (T BRITTEN G LYLE)	TINA TURNER CAPITOL 5615
88	60	73	8	GOOD TO GO R FRASOHN TROUBLE FUNK (J AVERY T FISHER R REED T REED JR)	◆ TROUBLE FUNK ISLAND 7 99538 ATLANTIC
(67)	80	—	7	YOU ARE EVERYTHING H EAVES III J WILLIAMS (J WILLIAMS H EAVES III)	JAMES (D TRAIN) WILLIAMS COLUMBIA 38 06256
68	76	60	9	WISER AND WEAKER G MATHIESON (D WILLIAMS [illegible] BASKETT)	DENIECE WILLIAMS COLUMBIA 38 06157
68	73	76	5	HOW CAN WE BE WRONG T BUTLER (G BAKER B SMITH T BUTLER)	TRINERE JAM PACKED 2003
(70)	79	—	2	LOOK WHAT'S SHOWING THROUGH M COLOMBIER R FRANKLIN (E SCHWARTZ)	RODNEY FRANKLIN COLUMBIA 38 06203
(71)	82	—	2	FRIENDS AND LOVERS Y DESILVA (P GORDON J GRUSKA)	CARL ANDERSON & GLORIA LORING CARRERE 4 06122 EPIC
(72)	NEW▶		8	OLD FREIND T BELL (T BELL L CREED)	PHYLLIS HYMAN P.I.R. 50031 MANHATTAN
(73)	NEW▶		8	L IS FOR LOVER N ROGERS (D GAMSON G GARTSIDE)	AL JARREAU WARNER BROS. 7 28686
76	50	42	60	NASTY J JAM T LEWIS (J HARRIS III T LEWIS J JACKSON)	◆ JANET JACKSON A&M 2830
19	58	30	12	LAND OF LA-LA S WONDER (S WONDER)	STEVIE WONDER TAMLA 1846 MOTOWN
76	76	73	5	NOT TONIGHT D WANSEL JUNIOR (JUNIOR)	JUNIOR MERCURY 886064-7 POLYGRAM
77	76	73	5	YOU CAN'T COME UP HERE NO MORE G MCGREGOR (G MCGREGOR P LEWIS S FEVA)	SANDRA FEVA KRISMA 1005
(78)	NEW▶		9	100% PURE PAIN STOCK AITKEN WATERMAN (STOCK AITKEN WATERMAN)	O'CHI BROWN MERCURY 884 886 7 POLYGRAM
(79)	88	—	9	CAN'T GIVE HER UP P ADAMS (R SKIPWORTH P TURNER)	SKIPWORTH & TURNER WARNER BROS. 7 28695
(80)	84	—	2	HEADLINE NEWS W BELL A BURROUGHS (W BELL A BURROUGHS)	WILLIAM BELL WILBE 86 204 ICHIBAN
81	58	41	9	HEY GOOD LOOKIN' G CLINTON S WASHINGTON (S WASHINGTON G CLINTON G SHIDER)	GEORGE CLINTON CAPITOL 5602
(82)	NEW▶		8	WONDER WHERE YOU ARE R RUDOLPH M SEMBELLO (M SEMBELLO D SEMBELLO)	MICHAEL SEMBELLO A&M 2850
(83)	NEW▶		8	ALL OF MY LOVE L WILSON M MORGAN (L WILSON M MORGAN)	GENOBIA JETER RCA 14415
(84)	NEW▶		8	DO ME RIGHT P BECK (P BECK L WEDGEWORTH)	MAIN INGREDIENT ZAKIA 015
68	88	76	9	GETTING AWAY WITH MURDER R TITELMAN (S SHIFFRIN T BRITTEN)	◆ PATTI AUSTIN QWEST 7 28659 WARNER BROS.
86	88	88	80	THERE'LL BE SAD SONGS (TO MAKE YOU CRY) B EASTMOND W BRATHWAITE (W BRATHWAITE B EASTMOND B OCEAN)	◆ BILLY OCEAN JIVE 1 9465 ARISTA
76	57	38	76	SWEET AND SEXY THING R JAMES (R JAMES)	RICK JAMES GORDY 1844 MOTOWN
68	76	68	76	MY ADIDAS R SIMMONS R RUBIN (J SIMMONS D MCDANIELS R RUBIN)	RUN-D.M.C. PROFILE 7102
68	12	42	76	BREATHLESS MTUME (J MTUME)	MTUME EPIC 34-05899
90	74	65	9	JUMP BACK (SET ME FREE) J FAIR (J FAIR)	DHAR BRAXTON SLEEPING BAG 19
73	76	62	15	ARTIFICIAL HEART J JAM T LEWIS (J HARRIS III T LEWIS)	CHERRELLE TABU 4 05901 EPIC
92	92	91	5	WALK LIKE A MAN (FROM "A FINE MESS") R JAMES [illegible]	◆ MARY JANE GIRLS MOTOWN 1851
93	91	72	10	CAN'T STAND TNE PAIN [illegible] (D GANT M WINKLER)	RANOY CRAWFORD WARNER BROS. 7 28664
94	81	61	18	WNO'S JONNNY ("SHORT CIRCUIT" THEME) [illegible]	◆ EL OEBARGE GORDY 1842 MOTOWN
95	85	80	14	NOLDING BACK TNE YEARS [illegible]	◆ SIMPLY RED ELEKTRA 7 69564
96	93	94	5	BETTER WILD (THAN MILD) [illegible] (J ORGAN J SHANKLIN S SHOCKLEY)	TEASE EPIC 34 06212
97	86	63	18	NEAOLINES [illegible] CALLOWAY MIDNIGHT STAR (R SIMMONS [illegible] CALLOWAY BELINDA R CALLOWAY B GENRY B LOVELACE)	MIONIGHT STAR SOLAR 7 69547 ELEKTRA
98	96	69	9	GIRL TALK [illegible] (TROMAN SHERIFF MALLOY)	BOOGIE BOYS CAPITOL 5694
99	94	84	6	NOW TO WIN YOUR LOVE [illegible] LASCELLES JENNINGS O DONNELL)	SPENCER JONES PROFILE 7105
100	99	87	8	TNE SUN DON'T SHINE [illegible] WRIGHT (B WRIGHT)	BETTY WRIGHT FIRST STRING 958 FANTASY

◯ Products with the greatest airplay and sales gains this week. ◆ Video clip availability. • Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.

Billboard. Hot Black Singles SALES & AIRPLAY™

A ranking of the top 40 black singles by sales and airplay respectively with reference to each title's composite position on the main Hot Black Singles chart

SALES

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	1	OO YOU GET ENOUGH LOVE	SHIRLEY JONES	4
2	6	LOVE ZONE	BILLY OCEAN	1
3	3	GIVE ME THE REASON	LUTHER VANDROSS	3
4	5	AIN'T NOTHIN' GOIN' ON BUT THE RENT	GWEN GUTHRIE	2
5	9	ALL CRIEO OUT	LISA LISA & CULT JAM WITH FULL FORCE	5
6	2	SWEET LOVE	ANITA BAKER	6
7	11	OANCING ON TNE CEILING	LIONEL RICHIE	7
8	7	LOVE TNE ONE I'M WITN (A LOTTA LOVE)	MELBA MOORE & KASHIF	10
9	8	OH, PEOPLE	PATTI LABELLE	8
10	15	THE RAIN	ORAN "JUICE" JONES	11
11	4	CLOSER TNAN CLOSE	JEAN CARNE	16
12	13	TEMPORARY LOVE THING	FULL FORCE	12
13	17	ONE LOVE	WHODINI	13
14	21	WALK THIS WAY	RUN D M C	15
15	20	(POP POP POP POP) GOES MY MINO	LEVERT	9
16	14	SWEET FREEOOM	MICHAEL MCDONALD	18
17	10	RUMORS	TIMEX SOCIAL CLUB	26
18	12	YOU SHOULO BE MINE (THE WOO WOO SONG)	JEFFREY OSBORNE	32
19	19	BORROWEO LOVE	TNE S.O.S. BANO	14
20	22	ALL TNE WAY TO HEAVEN	DOUG E. FRESH	20
21	26	ROACHES	ROBRY JIMMY ANO THE CRITTERS	31
22	28	ANOTHERLOVERHOLENYONEAO	PRINCE & THE REVOLUTION	19
23	18	SAY LA LA	PIECES OF A DREAM	36
24	30	LOVE OF A LIFETIME	CHAKA KHAN	21
25	29	GIVING MYSELF TO YOU	GLENN JONES	23
26	35	PRIVATE NUMBER	THE JETS	30
27	—	WHEN I THINK OF YOU	JANET JACKSON	17
28	—	COUNT YOUR BLESSINGS	ASHFORO & SIMPSON	22
29	32	FOOL'S PARAOISE	MELISA MORGAN	25
30	34	OISTANT LOVER	THE CONTROLLERS	34
31	39	LOVE ALWAYS	EL DEBARGE	24
32	25	BANG ZOOM/HOWIE'S TEEO OFF	REAL ROXANNE WITH HOWIE TEE	44
33	33	POINT OF NO RETURN	NU SHOOZ	41
34	—	LAOY SOUL	THE TEMPTATIONS	37
35	—	SOWETO	JEFFREY OSBORNE	27
36	—	WORO UP	CAMEO	29
37	—	THE MIOAS TOUCH	MIDNIGHT STAR	28
38	—	PASSION FROM A WOMAN	KRYSTOL	38
39	16	BURNIN' LOVE	CON FUNK SHUN	48
40	24	RISING DESIRE	STEPHANIE MILLS	47

AIRPLAY

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT BLACK POSITION
1	2	LOVE ZONE	BILLY OCEAN	1
2	4	(POP POP POP POP) GOES MY MINO	LEVERT	9
3	3	AIN'T NOTHIN' GOIN' ON BUT THE RENT	GWEN GUTHRIE	2
4	1	GIVE ME TNE REASON	LUTHER VANDROSS	3
5	15	WNEN I TNINK OF YOU	JANET JACKSON	17
6	9	ALL CRILO OUT	LISA LISA & CULT JAM WITH FULL FORCE	5
7	13	TNE RAIN	ORAN "JUICE" JONES	11
8	7	OH, PEOPLE	PATTI LABELLE	8
9	11	OANCING ON THE CEILING	LIONEL RICHIE	7
10	12	LOVE OF A LIFETIME	CNAKA KHAN	21
11	5	SWEET LOVE	ANITA BAKER	6
12	14	ANOTNERLOVERHOLENYOHEAO	PRINCE & THE REVOLUTION	19
13	18	COUNT YOUR BLESSINGS	ASHFORO & SIMPSON	22
14	10	BORROWEO LOVE	THE S.O.S. BAND	14
15	20	LOVE ALWAYS	EL DEBARGE	24
16	17	ONE LOVE	WHODINI	13
17	16	SOWETO	JEFFREY OSBORNE	27
18	6	OO YOU GET ENOUGH LOVE	SHIRLEY JONES	4
19	30	WORO UP	CAMEO	29
20	22	THE MIOAS TOUCH	MIONIGHT STAR	28
21	23	GIVING MYSELF TO YOU	GLENN JONES	23
22	21	FOOL'S PARAOISE	MELISA MORGAN	25
23	27	I'M FOR REAL	HOWARO HEWETT	35
24	26	I WANNA BE WITH YOU	MAZE FEATURING FRANKIE BEVERLY	33
25	19	TEMPORARY LOVE TNING	FULL FORCE	12
26	35	EARTN ANGEL (FROM "THE KARATE KIO, PART II")	NEW EDITION	39
27	32	WALK TNIS WAY	RUN D M C	15
28	29	ALWAYS	JAMES INGRAM	42
29	28	ALL TNE WAY TO NEAVEN	DOUG E. FRESH	20
30	8	LOVE TNE ONE I'M WITN (A LOTTA LOVE)	MELBA MOORE & KASHIF	10
31	33	PRIVATE NUMBER	THE JETS	30
32	39	CAN'T WAIT ANOTNER MINUTE	FIVE STAR	40
33	36	LAOY SOUL	THE TEMPTATIONS	37
34	25	SWEET FREEDOM	MICHAEL MCDONALD	18
35	40	PASSION FROM A WDMAN	KRYSTOL	38
36	—	KISSES IN TNE MOONLIGNT	GEORGE BENSON	45
37	31	OISTANT LOVER	THE CONTROLLERS	34
38	38	MAN SIZE LOVE (FROM 'RUNNING SCAREO')	KLYMAXX	43
39	—	SHAKE YOU OOWN	GREGORY ABBOTT	46
40	37	POINT OF NO RETURN	NU SHOOZ	41

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BLACK SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot 100 chart.

LABEL	NO OF TITLES ON CHART
WARNER BROS (5)	11
Qwest (2)	
Elektra (1)	
Geffen (1)	
Paisley Park (1)	
Tommy Boy (1)	
CAPITOL (8)	9
Manhattan (1)	
MCA	9
COLUMBIA (7)	8
Def Jam/Columbia (1)	
EPIC (4)	7
Tabu (2)	
Carrere (1)	
MOTOWN (2)	7
Gordy (4)	
Tamla (1)	
ATLANTIC (4)	6
Island (1)	
Omni (1)	
POLYGRAM	6
Mercury (3)	
Atlanta Artists (2)	
Polydor (1)	
A&M	5
ARISTA (1)	4
Jive (3)	
ELEKTRA (2)	4
Solar (2)	
RCA (3)	4
Total Experience (1)	
PROFILE	3
FANTASY	2
First String (1)	
Reality/Danya (1)	
MANHATTAN	3
PIR (2)	
Sutra (1)	
CRITIQUE	1
Critique/Golden Boy (1)	
EMI-AMERICA	1
ICHIBAN	1
Wilbe (1)	
JAM PACKEO	1
JAY	1
KRISMA	1
MACOLA	1
RENOEZVOUS	1
SELECT	1
SLEEPING BAG	1
TOMMY BOY	1
ZAKIA	1

BLACK SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE
(Publisher, Licensing Org.)
Sheet Music Dist.

71 100% PURE PAIN
(Terence, ASCAP)
2 AIN'T NOTHIN' GOIN' ON BUT THE RENT
(Dum Di Dum, ASCAP)
5 ALL CRIED OUT
(Mokorumbi, BMI/My, My, BMI/Careers, BMI/Willesden, BMI) CPP
83 ALL OF MY LOVE
(Fuse, ASCAP)
20 ALL THE WAY TO HEAVEN
(Entertaining, BMI/Danica, BMI)
42 ALWAYS
(Keith Diamond, BMI/Willesden, BMI/Yah Mo, BMI)
19 ANOTHERLOVERHOLENYOHEAD
(Controversy, ASCAP)
91 ARTIFICIAL BEART
(Flyte Tyme, ASCAP/Avant Garde, ASCAP)
64 BABY LOVE
(Black Lion, ASCAP/Regina Rickards, ASCAP/Deutsch Berarth, ASCAP/April, ASCAP/Maz Appeal, ASCAP) CPP/ABP
44 BANG ZOOM (LET'S GO-GO)/HOWIE'S TEED OFF
(Mokorumbi, BMI/Willesden, BMI)
96 BETTER WILD (THAN MILD)
(Future Shock, ASCAP/Tease, ASCAP/WB, ASCAP)
14 BORROWED LOVE
(Flyte Tyme, ASCAP/Avant Garde, ASCAP)
89 BREATHLESS
(Mtume, ASCAP)
48 BURNIN' LOVE
(Black Lion, ASCAP/Captain Z, ASCAP/Billy Osborne, ASCAP/Val-ie Joe, BMI)
79 CAN'T GIVE HER UP
(Larry Spier, ASCAP)
93 CAN'T STAND THE PAIN
(Sir Gant, BMI/Stardust Lady, BMI)
40 CAN'T WAIT ANOTHER MINUTE
(Ensign, BMI/Boomers Mothers, BMI/Naked Prey, BMI)
16 CLOSER THAN CLOSE
(Sloopus, BMI/Gold Horizon, BMI) CPP
22 COUNT YOUR BLESSINGS
(Nick-O-Val, ASCAP)
7 DANCING ON THE CEILING
(Brockman, ASCAP) CPP/CLM
34 DISTANT LOVER
(Jobete, ASCAP) CPP
84 DO ME RIGHT
(Robert Hill, BMI/Baby Beck, ASCAP)
4 DO YOU GET ENOUGH LOVE
(Assorted, BMI/Henry Suemay, BMI)
52 DUKE IS BACK
(Tee Girl, BMI/Rap City, BMI)
39 EARTH ANGEL (FROM "THE KARATE KID, PART II")
(Dootsie Williams, BMI)
25 FOOL'S PARADISE
(Fuss, ASCAP)
71 FRIENDS AND LOVERS
(WB, ASCAP/French Surf, ASCAP/Colgems-EMI, ASCAP)
85 GETTING AWAY WITH MURDER
(Rightsong, BMI/Sembloozy, BMI/Chappell, ASCAP)
98 GIRL TRIX
(Lilo, BMI)
3 GIVE ME THE REASON
(April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI) CPP/ABP
56 GIVIN' IT (TO YOU)
(One To One, ASCAP)
23 GIVING MYSELF TO YOU
(WB, ASCAP/Overdue, ASCAP/Song Of Solomon, BMI/Warner-Tamerlane, BMI)
66 GOOD TO GO
(Achee, ASCAP/Maxxbidd, ASCAP)
80 HEADLINE NEWS
(Arrock, BMI/Dale, BMI)
97 HEADLINES
(Hip Trip, BMI/Midstar, BMI) CPP
63 HEAVEN IN YOUR ARMS
(WB, ASCAP/Silver Sun, ASCAP/DQ, ASCAP)
81 HEY GOOD LOOKIN'
(X.O. Skeletal, BMI/Warner-Tamerlane, BMI/Our Parents, BMI)
95 HOLDING BACK THE YEARS
(April, ASCAP) CPP/ABP
57 HOMEBOY
(Konglather, BMI/Motor, ASCAP/Cheyenne, ASCAP)
69 HOW CAN WE BE WRONG
(Music Specialists, BMI)
99 HOW TO WIN YOUR LOVE
(Protoons, ASCAP)
33 I WANNA BE WITH YOU
(Amazement, BMI)
35 I'M FOR REAL
(Lakiva, BMI/Nominee, ASCAP/Clarke, BMI)
51 IN THE HOUSE
(Tools Prayer, BMI/Gordy Groove, BMI)
90 JUMP BACK (SET ME FREE)
(Beach House, ASCAP/Munich Madness, ASCAP)
45 KISSES IN THE MOONLIGHT
(Grabitude Shy, ASCAP/Bellboy, BMI/When Words, BMI/Collide, BMI)
73 L IS FOR LOVER
(WB, ASCAP/Gamson, ASCAP/Joussance, ASCAP)
37 LADY SOUL
(Dream Dealers, ASCAP/Buchu, ASCAP/Arista, ASCAP) CPP
75 LAND OF LA LA
(Jobete, ASCAP/Black Bull, ASCAP) CPP
78 LOOK WHAT'S SHOWING THROUGH
(Blackwood, BMI/ATV, BMI)
24 LOVE ALWAYS
(New Hidden Valley, ASCAP/Carole Bayer Sager, BMI/Bronzertoones, BMI) CPP
59 LOVE MIA
(Dazzberry Jam, ASCAP/Bedazzled, BMI)
21 LOVE OF A LIFETIME
(Gamson Songs, ASCAP/WB, ASCAP/Joussance, ASCAP)
10 LOVE THE ONE I'M WITH (A LOTTA LOVE)
(Music Corp. Of America, BMI/Kashif, BMI/Rare Blue, ASCAP) CPP/CLM
1 LOVE ZONE
(Zomba, ASCAP) CPP
43 MAN SIZE LOVE (FROM "RUNNING SCARED")
(Rodsongs, ASCAP/April, ASCAP/MGM/UA, ASCAP) CPP
28 THE MIDAS TOUCH
(Hip Trip, BMI/Midstar, BMI) CPP
62 MINE ALL MINE
(Personal, ASCAP/All Seeing Eye, ASCAP)
88 MY ADIDAS
(Protoons, ASCAP/Rush Groove, ASCAP)
74 NASTY
(Flyte Tyme, ASCAP)
76 NOT TONIGHT
(Jumar, ASCAP/EMI, BMI)
50 NURSERY RHYME
(Bebika, ASCAP)
8 OH PEOPLE
(Bronzertoones, BMI/Nonpareil, ASCAP) CPP
72 OLD FRIEND
(Bellboy, BMI/De Creed, BMI)
13 ONE LOVE
(Zomba, ASCAP)
53 ONE PLUS ONE
(I Boy, ASCAP/Fly Girl, ASCAP/Force M.D., ASCAP)
38 PASSION FROM A WOMAN
(GraMude Shy, ASCAP/Alexandra Kee, BMI)
41 POINT OF NO RETURN
(Poolside, BMI)
9 (POP POP POP POP) GOES MY MIND
(Trycet, BMI/Ferncliff, BMI)
30 PRIVATE NUMBER
(Almo, ASCAP/Crimson, ASCAP/Irving, BMI) CPP/ALM
11 THE RAIN
(Def Jam, ASCAP)
54 REACTION
(Colgems-EMI, ASCAP)
49 KING BING
(Solid Smash, ASCAP/E.J. Gurren, ASCAP/Obededom, ASCAP)
47 RISING DESIRE
(WB, ASCAP/Zubaidah, ASCAP)
31 ROACHES
(King IV, BMI/Grandma Hands, BMI)
26 RUMORS
(King IV, BMI/Danica, BMI)
36 SAY LA LA
(Screen Gems-EMI, BMI/Bernard Wright, BMI/Mchoma, BMI)
46 SHAKE YOU DOWN
(Charles Family, BMI/Ali-Bee, BMI/Grabbitt, BMI)
27 SOWETO
(Joe's Songs, ASCAP/I.M., BMI)
55 STAY A LITTLE WHILE, CHILD
(MCA, ASCAP/Brampton, ASCAP/Virgin, ASCAP) CPP
100 THE SUN DON'T SHINE
(Miami Spice, ASCAP)
87 SWEET AND SEXY THING
(Stone City, ASCAP/National League, ASCAP) CPP
18 SWEET FREEDOM (THEME FROM RUNNING SCARED)
(Rodsongs, ASCAP/April, ASCAP/MGM/UA, ASCAP) CPP
6 SWEET LOVE
(Old Brompton Road, ASCAP/Jobete, ASCAP) CPP
12 TEMPORARY LOVE THING
(Forceful, BMI/Willesden, BMI)
86 THERE'LL BE SAD SONGS (TO MAKE YOU CRY)
(Zomba, ASCAP)
65 TYPICAL MALE
(WB, ASCAP/Irving, BMI/Almo, ASCAP)
92 WALK LIKE A MAN (FROM "A FINE MESS")
(Claridge, ASCAP/Unichappell, BMI)
15 WALK THIS WAY
(Daksel, BMI/Unichappell, BMI)
60 WHAT DOES IT TAKE (TO WIN YOUR LOVE)
(Jobete, ASCAP/Stone, BMI)
61 WHATCHA GONNA DO
(Alain, BMI/Tigrabow, BMI/O Frank, BMI)
17 WHEN I THINK OF YOU
(Flyte Tyme, ASCAP)
94 WHO'S JOHNNY ("SHORT CIRCUIT" THEME)
(Petwolf, ASCAP/Chappell, ASCAP/Kikiko, BMI/Unichappell, BMI) CPP
68 WISER AND WEAKER
(Black Eye, ASCAP/Manely, BMI/Mighty Matthieson, BMI) CPP
82 WONDER WHERE YOU ARE
(WB, ASCAP/Gravity Raincoat, ASCAP)
29 WORD UP
(T Man, BMI/Larry Junior, BMI/All Seeing Eye, ASCAP)
58 WRAPPED AROUND YOUR FINGER
(Temp Co., BMI)
67 YOU ARE EVERYTHING
(CBS, BMI/Huemar, BMI/Blackwood, BMI/Diesel, BMI/Unichappell, BMI)
77 YOU CAN'T COME UP HERE NO MORE
(Oversoul, BMI)
32 YOU SHOULD BE MINE (THE WOO WOO SONG)
(Nonpareil, ASCAP/Bronzertoones, BMI) CPP

SHEET MUSIC AGENTS

are listed for piano/vocal sheet music copies and may not represent mixed folio rights

ABP	April Blackwood	CPP	Columbia Pictures
ALM	Almo	HAN	Hansen
B M	Belwin Mills	HL	Hal Leonard
B 3	Big Three	IMM	Ivan Mogull
BP	Bradley	MCA	MCA
CHA	Chappell	PSP	Peer Southern
CLM	Cherry Lane	PL	[illegible]
CPI	Cimino	[illegible]	[illegible] Bro

CMA Nominations Hit Street

Judds, Reba McEntire Receive 5 Each

NASHVILLE The Judds and Reba McEntire tied for the most Country Music Assn. Awards nominations this year, each taking five. Traditionalists George Strait and Randy Travis, who is a relative newcomer, each garnered four nominations. Surprisingly, country music's best-selling act, Alabama, earned not a single nomination The group was CMA's entertainer-of-the-year winner for three straight years, from 1982 through 1984.

In the Horizon category, which acknowledges country acts making the greatest professional strides in the previous year, Warner Bros. Records was the clear winner Voters gave the nod to Travis, the Forester Sisters, and Dwight Yoakam, all Warner artists.

Winners will be announced at the 20th annual CMA Awards show Oct 13, which will be broadcast on CBS-TV from the Grand Ole Opry

By category, the finalists are

Entertainer of the year: Reba McEntire, Willie Nelson, Ricky Skaggs, George Strait, and the Judds.

Single of the year: "Bop," by Dan Seals, EMI America, "Grandma (Tell Me 'Bout The Good Old Days)," the Judds, RCA; "Nobody In His Right Mind Would Have Left Her," George Strait, MCA, "On The Other Hand," Randy Travis, Warner Bros.; and "Whoever's In New England," Reba McEntire, MCA

Album of the year: "#7," George Strait, MCA; "Lost In The Fifties Tonight," Ronnie Milsap, RCA; "Rockin' With The Rhythm," the Judds, RCA, "Storms Of Life," Randy Travis, Warner Bros., "Whoever's In New England," Reba McEntire, MCA

Song of the year: "1982," written by James Blackmon and Carl Viperman, sung by Randy Travis;

(Continued on page 36)

Reba Keeps High Profile

BY EDWARD MORRIS

NASHVILLE A strategically placed music video and many face-to-face meetings with major distributors have helped make Reba McEntire's current album, "Whoever's In New England," her biggest seller to date. And she will be resorting to much the same strategy to boost her upcoming LP, "What Am I Gonna Do About You"

The effort will certainly be enhanced by McEntire's recently announced Country Music Assn. Awards nominations for top entertainer, female vocalist, single, album, and music video (see separate story, this page).

Scheduled for a mid-September release, the new MCA album will be paced by the title-cut single and an accompanying video. Scripted and directed by Jon Small, the video features actor David Keith as McEntire's lost love.

Corresponding with the album's release is a cross-promotion involving MCA, Jeep, and the Camelot Records chain. Camelot will create floor displays of the album in its more than 180 stores. Cassettes of the album will be packaged in a free-with-purchase orange-crate-like case that holds 10 cassettes. Each case will have "Jeep" printed on one end and "Camelot" on the other The displays will also carry sweepstakes entry blanks for a contest with a Jeep truck as the grand prize.

According to McEntire's manager, Bill Carter, if the Camelot promotion works well, it will be introduced into the much larger Musicland chain in December.

Yet another push for the two-time CMA female vocalist of the year will occur in November, when McCall's will devote a feature article to her. MCA, Carter says, will run a four-color ad in the issue to spotlight her entire label catalog

Carter maintains that McEntire has gold-plus sales potential—a rarity for female country singers. To back his prediction, he says that "Whoever's In New England" has already sold more than 325,000 units—compared with about 165,000 for its predecessor, "Have I Got A Deal For You."

McEntire did her first video early this year for the title cut from "Whoever's In New England." The effort got heavy rotation on HBO's "Video Jukebox." Carter attributes much of McEntire's ac-

(Continued on page 36)

NASHVILLE SCENE

by Gerry Wood

THE UGLY SPECTER OF CRIME is raising its frightening head in Nashville's Music Row area—and something needs to be done about it soon

While singer/songwriter **Paul Davis** recovers from near-fatal injuries suffered in a robbery attempt, those who work in and visit Nashville's famed music business district are having second thoughts about their safety. Davis was shot by a thug who pulled the trigger first and then asked for his wallet.

It's not a pretty sight, or a pretty subject, but the crime problem is something that needs to be addressed. The Davis shooting was not an isolated incident. Thefts from offices, assaults, purse-snatchings, stabbings, and other offenses have blighted the world-renowned music area of Nashville in recent months.

Crime wave in Music Row could threaten commerce

Part of the problem arises from the expansion of the music industry to border high-crime areas. Additionally, Nashville shares the nation's drug problem, which is worsening with the introduction of such dangerous and addictive new drugs as crack. The interaction of these factors with the millions of unwary tourists that the city attracts annually accounts for the problem.

Unfortunately, the police presence hasn't increased in proportion to the crime escalation, and the problem could worsen if a major drive isn't begun to counter it. Meanwhile, some of Nashville's growing legion of street people are starting to show up on Music Row, complicating the problem by panhandling, drinking, and taking an occasional bath in some of the fountains that grace the beautiful Music Row area

The problem needs to be corrected and controlled before it starts having an adverse effect on the amount of tourists that visit the attractions and companies that do business here The crime isn't confined to alleys—a wide-open parking lot will do just fine, thank you—or nighttime—daylight is safe enough for some of the bolder elements of the underworld

The city government needs to recognize, identify, and combat the spread of crime threatening the safety and serenity of this industry, so important to the city's economic vitality. A first, and quick, step in the right direction would be to increase the presence and visibility of police Nashville's metro police force seems more intent on busting numbers games and pursuing prostitutes than concentrating on the growing violent crime problem in the music sector. The establishment of foot patrols could provide an immediate and effective hindrance to the criminal element Coupled with heavier use of patrol cars, a dramatic increase in police presence could help turn the situation around in its early stages, before the problem gets more deeply rooted and starts to scare off tourists and business. The music industry, which has given so much to the character and economy of Nashville, deserves fast and effective action in snuffing out the crime rise.

NEWSNOTES· **Joe Ely** is producing a dance party to honor the memory and spirit of **Buddy Holly** The Sept. 6 event will be held at the Lubbock, Texas, Civic Center, and will highlight the weeklong celebration of what would have been Holly's 50th birthday. Radio promotions and a Buddy Holly look-alike contest are other events slated for the week, according to Ely's manager, **Mike Crowley** Ely, sharing the same hometown—Lubbock—with Holly, wanted to do something to honor the memory of the Lubbock musical legend. The "fun and lighthearted" dance party, also featuring the Texas group the **Nelsons**, will be held after the first Texas Tech home football game of the season; tickets are $5 Crowley says Ely is essentially "no longer with MCA Records" and has recently finished recording some more tunes in his home studio.

The eighth annual **KMPS Listener Appreciation Picnic and Festival** drew nearly 30,000 fans to Seattle's King County Fairgrounds, according to **Jay Hamilton** Food, arts, crafts, country, and gospel music highlighted the all-day event headlined by Epic Records' **Mickey Gilley** and RCA's **Gail Davies & Wild Choir** The nationally syndicated TV show "Lifestyles Of The Rich And Famous" recently shot a segment on **Conway Twitty** Directed by **Dick Heard**, the show features interviews with Twitty, shots of an autograph session, a tour of Twitty City, and performances by Conway, **Joni**, and **Kathy Twitty**. "Lifestyles" found Conway's cars particularly interesting The show didn't expect to find a celebrity driving a Pacer, an American Motors vehicle If it's surprised by that finding, we suggest making a bus trip with Twitty and discovering where he stops to eat. Kentucky Fried Chicken.

Scene's ace reporter **Debbie Holley** has an update on Nashville's new **Starwood Amphitheatre**. Here's her report Starwood is on a roll. In its first season alone, the theater hosted pop superstar **Whitney Houston**, who drew a record attendance of 14,500 for her Aug 12 show Houston, whose live vocal performance reached heights beyond those on her acetate, displayed her wide range and vocal versatility with

(Continued on page 41)

IBMA Names Peter Wernick President

Bluegrass Group Elects Officers

NASHVILLE The International Bluegrass Music Assn.'s board of directors has elected Peter Wernick its president. Wernick is a member of the Hut Rize band and author of two best-selling instructional books on bluegrass music.

Also elected to offices were Mary Tyler Doub, promoter of the Winterhawk Bluegrass Festival in Hillsdale, N.Y., vice president; Wanda Dalton, an employee of County Sales, a mail-order distributor of bluegrass books and records, secretary; and Randall Hylton, a Nashville-based bluegrass performer, treasurer.

The IBMA will present certificates of merit Sunday (24) to gospel composer Albert E. Brumley (posthumously); bluegrass music scholar and author Dr. Neil Rosenberg; WAMU-FM DJ Ray Davis; performer/publisher Cuzin' Isaac Page; and gospel songwriter Ruby Moody.

The presentations are part of the IBMA's first annual trade show, scheduled for Aug. 22-24 in Owensboro, Ky.

FOR WEEK ENDING AUGUST 30, 1986

Billboard

HOT COUNTRY SINGLES ACTION

RADIO MOST ADDED

128 REPORTERS

			NEW ADDS	TOTAL ON
MARIE OSMOND	YOU'RE STILL NEW TO ME	CAPITOL	6t	64
JOHN SCHNEIDER	AT THE SOUND OF THE TONE	MCA	46	49
GATLIN BROTHERS	SHE USED TO BE SOMEBODY'S BABY	CBS	41	59
ANNE MURRAY	MY LIFE'S A DANCE	CAPITOL	33	60
JUICE NEWTON	CHEAP LOVE	RCA	3t	76

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one stops reporting to Billboard The full panel of reporters is published periodically as changes are made, or is available by sending a self addressed stamped envelope to Billboard Chart Dept, 1515 Broadway New York, N Y 10036

RETAIL BREAKOUTS

44 REPORTERS

			NUMBER REPORTING
EDDIE RABBITT/JUICE NEWTON	BOTH TO EACH OTHER	RCA	2t
TANYA TUCKER	JUST ANOTHER LOVE	CAPITOL	t6
ROSANNE CASH	SECOND TO NO ONE	COLUMBIA	t2
CRYSTAL GAYLE	CRY	WARNER BROS	1t
EARL T CONLEY/ANITA POINTER	TOO MANY TIMES	RCA	t0

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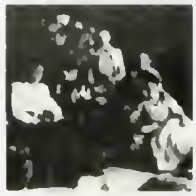
The Forester Sisters

ON THE HORIZON...

PERFUME RIBBONS & PEARLS

"LONELY ALONE"

THE HOT NEW SINGLE



THE FORESTER SISTERS

THREE #1 SINGLES FROM A DEBUT ALBUM

FIRST TIME IN COUNTRY MUSIC HISTORY

MANAGEMENT G. GERALD ROY/STELLAR ENTERTAINMENT INC.

AGENCY THE JIM HALSEY COMPANY

PUBLICITY FRAN DALTON/ROY & ROY PUBLIC RELATIONS

Billboard® HOT COUNTRY SINGLES™

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Compiled from a national sample of retail store and one stop sales reports and radio playlists.

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE	ARTIST
				★ ★ NO. 1 ★ ★ (1 week at No. One)	
1	2	3	14	HEARTBEAT IN THE DARKNESS	◆ OON WILLIAMS
2	3	6	13	DESPERADO LOVE	CONWAY TWITTY
3	4	8	12	COUNTRY STATE OF MINO	HANK WILLIAMS, JR.
4	5	9	14	SOMETIMES A LAOY	◆ EODY RAVEN
5	7	15	10	LITTLE ROCK	REBA MCENTIRE
6	6	13	12	GOT MY HEART SET ON YOU	JOHN CONLEE
7	8	14	11	STANO A LITTLE RAIN	NITTY GRITTY OIRT BAND
8	11	17	9	IN LDVE	RONNIE MILSAP
9	10	16	12	SLOW BDAT TD CHINA	◆ GIRLS NEXT DOOR
10	14	18	13	THAT'S HOW YOU KNOW	NICOLETTE LARSON (WITH STEVE WARINER)
11	1	2	16	STRONG HEART	T.G. SHEPPARD
12	15	22	10	ALWAYS HAVE ALWAYS WILL	◆ JANIE FRICKE
13	16	21	8	GUITARS,CADILLACS	OWIGHT YOAKAM
14	17	20	9	LONELY ALONE	THE FORESTER SISTERS
15	9	11	14	A FRIENO IN CALIFORNIA	MERLE HAGGARD
16	19	23	11	TEN FEET AWAY	KEITH WHITLEY
17	20	24	12	WDRKING CLASS MAN	LACY J. OALTON
18	22	26	8	BOTH TO EACH OTHER (FRIENDS & LOVERS)	EDDIE RABBITT & JUICE NEWTON
19	23	25	8	JUST ANOTHER LOVE	◆ TANYA TUCKER
20	25	27	11	GUITAR TOWN	◆ STEVE EARLE
				★ ★ ★ POWER PICK/SALES ★ ★ ★	
21	26	28	6	CRY	CRYSTAL GAYLE
22	27	29	7	SECONO TO NO ONE	◆ ROSANNE CASH
23	28	31	6	IT'LL BE ME	EXILE
24	29	30	8	YOU MADE A ROCK OF A RDLLING STONE	THE OAK RIDGE BOYS
25	31	36	5	~TOO MANY TIMES	EARL THOMAS CONLEY AND ANITA POINTER
26	12	5	16	COUNT ON ME	THE STATLER BROTHERS
27	32	34	8	HONEYCOMB	GARY MORRIS
28	33	37	8	YOU CAN'T STOP LOVE	SCHUYLER, KNOBLOCK & OVERSTREET
29	35	38	6	OOO-WAH OAYS	◆ MICKEY GILLEY
30	37	46	4	OION'T WE	LEE GREENWOOD
31	36	40	6	SINCE I FOUNO YOU	◆ SWEETHEARTS OF THE RODEO
32	41	48	4	THAT ROCK WON'T RDLL	RESTLESS HEART
33	13	1	17	YOU'RE THE LAST THING I NEEDEO TONIGHT	JOHN SCHNEIDER
34	21	7	16	WILL THE WDLF SURVIVE	WAYLON JENNINGS
				★ ★ ★ POWER PICK/AIRPLAY ★ ★ ★	
35	45	76	3	DIGGIN' UP BONES	RANDY TRAVIS
36	40	45	8	FARTHER DDWN THE LINE	LYLE LOVETT
37	39	44	7	THE PAGES DF MY MINO	RAY CHARLES
38	18	4	17	SAVIN' MY LOVE FOR YOU	PAKE MCENTIRE
39	42	49	4	A GIRL LIKE EMMYLOU	SOUTHERN PACIFIC
40	44	55	4	I'M NOT TRYING TO FORGET YOU	WILLIE NELSON
41	30	12	15	I'VE GOT A NEW HEARTACHE	RICKY SKAGGS
42	24	10	15	ROCKIN' WITH THE RHYTHM OF THE RAIN	THE JUDDS
43	48	68	3	STARTING OVER AGAIN	STEVE WARINER
44	51	74	3	NO ONE MENOS A BROKEN HEART LIKE YOU	BARBARA MANORELL
45	49	65	3	HONKY TONK CROWO	JOHN ANDERSON
46	50	57	4	ALL BECAUSE OF YOU	MARTY STUART
47	34	19	16	NOBOOY IN HIS RIGHT MIND WDULO'VE LEFT HER	GEORGE STRAIT
48	38	33	9	NDTHIN' VENTUREO NDTHIN' GAINEO	SYLVIA
49	64	—	2	CHEAP LDVE	JUICE NEWTON
50	54	61	5	IF YOU'RE ANYTHING LIKE YOUR EYES	ROBIN LEE
				★ ★ ★ HOT SHOT DEBUT ★ ★ ★	
51	NEW ▶		1	YOU'RE STILL NEW TO ME	MARIE OSMOND WITH PAUL DAVIS
52	57	71	3	SO THIS IS LOVE	CHARLY MCCLAIN
53	70	—	2	MY LIFE'S A DANCE	ANNE MURRAY
54	78	—	2	SHE USEO TO BE SOMEBOOY'S BABY	LARRY, STEVE, RUDY THE GATLIN BROTHERS
55	55	60	6	LOVE KEEP YOUR OISTANCE	A.J. MASTERS
56	47	39	16	OLO VIOLIN	JOHNNY PAYCHECK
57	60	64	5	HOMEGROWN	MASON DIXON
58	43	32	19	ON THE DTHER HANO	◆ RANDY TRAVIS
59	NEW ▶		1	AT THE SOUNO OF THE TONE	JOHN SCHNEIDER
60	67	75	3	I WDN'T LET YOU ODWN	TOM WOPAT
61	68	72	4	THAT'S WHAT HER MEMDRY IS FOR	BUTCH BAKER
62	56	62	5	I'VE ALREADY CHEATEO ON YOU	OAVID ALLEN COE AND WILLIE NELSON
63	71	—	2	I MISS YDU ALREAOY	BILLY JOE ROYAL
64	65	69	5	SLOW MOTION	MALCHAK & RUCKER
65	52	53	6	I'VE CRIED A MILE	TARI HENSLEY
66	46	35	10	I WANNA HEAR IT FROM YOUR LIPS	LOUISE MANDRELL
67	80	—	2	OAOOY'S HANDS	HOLLY OUNN
68	79	—	2	SIXTEEN CANDLES	JERRY LEE LEWIS
69	NEW ▶		1	FIOOLIN' MAN	MICHAEL MARTIN MURPHEY
70	58	52	6	CALL HOME	GLEN CAMPBELL
71	53	42	8	THE DARK SIOE OF TOWN	DOBIE GRAY
72	59	63	5	SAD STATE OF AFFAIRS	LEON EVERETTE
73	66	50	22	UNTIL I MET YOU	◆ JUDY RODMAN
74	NEW ▶		1	ALIVE AND WELL	TAMMY WYNETTE
75	NEW ▶		1	ALONG FOR THE RIOE ('56 T BIRO)	JOHN DENVER
76	NEW ▶		1	WHAT OIO YOU OO TO MY HEART	CHANCE
77	69	43	15	ROLLIN' NOWHERE	MICHAEL MARTIN MURPHEY
78	NEW ▶		1	JUKEBOX SATUROAY NIGHT/NIGHT LIFE	ROY CLARK
79	73	51	21	LOVE AT THE FIVE AND DIME	KATHY MATTEA
80	NEW ▶		1	STRAIGHT TALKIN'	MELBA MONTGOMERY
81	61	41	13	BIRTH OF ROCK AND ROLL	◆ CARL PERKINS
82	62	47	19	I WISH THAT I COULO HURT THAT WAY AGAIN	T. GRAHAM BROWN
83	NEW ▶		1	HAVE I GOT A HEART FOR YOU	ROCKINHORSE
84	NEW ▶		1	ANYTHING FOR LOVE	GORDON LIGHTFOOT
85	77	59	20	HEARTS AREN'T MADE TO BREAK (THEY'RE MADE TO LDVE)	LEE GREENWOOD
86	63	58	7	WOMAN OF THE EIGHTIES	DONNA FARGO
87	83	82	22	EVERYTHING THAT GLITTERS (IS NOT GOLD)	◆ DAN SEALS
88	72	73	4	WHAT'S YOUR NAME	THE ALMOST BROTHERS
89	84	81	5	SOME HEARTS GET ALL THE BREAKS	ROGER MILLER
90	74	66	6	STRANGER THINGS HAVE HAPPENED	LARRY BOONE
91	75	56	7	SUSIE'S BEAUTY SHDP	TOM T. HALL
92	89	80	20	SOMEBODY WANTS ME OUT DF THE WAY	GEORGE JONES
93	87	70	13	WITH YOU	VINCE GILL
94	90	88	12	THE PRIOE IS BACK	KENNY ROGERS WITH NICKIE RYOER
95	93	90	19	GOTTA LEARN TO LDVE WITHOUT YOU	MICHAEL JOHNSON
96	82	67	5	REAL GODD	BOBBY BARE
97	76	54	18	ALL TIEO UP	RDNNIE MCDOWELL
98	96	94	12	NEXT TIME	WILO CHOIR
99	95	92	3	SHE THINKS I STEAL CARS	PINKARD & BOWDEN
100	85	77	5	FEEL LIKE I'M FALLING FOR YOU	TWO HEARTS

○ Products with the greatest airplay and sales gains this week. ◆ Video clip availability. • Recording Industry Assn. Of America (RIAA) seal for sales of one million units [illegible]. ▲ RIAA seal for sales of two million units.

Billboard. Hot Country Singles SALES & AIRPLAY™

A ranking of the top 30 country singles by sales and airplay respectively, with reference to each title's composite position on the main Hot Country Singles chart

SALES

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT CTRY POSITION
1	2	OESPERADO LOVE	CONWAY TWITTY	2
2	3	HEARTBEAT IN THE OARKNESS	OON WILLIAMS	1
3	4	COUNTRY STATE OF MINO	HANK WILLIAMS JR	3
4	5	SOMETIMES A LAOY	EDDY RAVEN	4
5	6	GOT MY HEART SET ON YOU	JOHN CONLEE	6
6	7	LITTLE ROCK	REBA MCENTIRE	5
2	8	SLOW BOAT TO CHINA	GIRLS NEXT DOOR	9
8	9	STANO A LITTLE RAIN	NITTY GRITTY DIRT BAHO	7
9	10	IN LOVE	RONNIE MILSAP	8
10	11	ALWAYS NAVE ALWAYS WILL	JANIE FRICKE	12
11	13	GUITARS,CAOILLACS	OWIGHT YOAKAM	13
12	14	TNAT'S HOW YOU KNOW	HICOLETTE LARSON (WITH STEVE WARINER)	10
13	15	LONELY ALONE	THE FORESTER SISTERS	14
14	18	TEN FEET AWAY	KEITH WHITLEY	16
15	1	STRONG HEART	T G SHEPPARO	11
16	21	WORKING CLASS MAN	LACY J OALTOH	17
12	20	GUITAR TOWN	STEVE EARLE	20
18	24	BOTN TO EACN OTHER	EDDIE RABBITT & JUICE HEWTON	18
19	—	CRY	CRYSTAL GAYLE	21
20	23	JUST ANOTNER LOVE	TANYA TUCKER	19
21	17	COUNT ON ME	TNE STATLER BROTHERS	26
22	25	TOO MANY TIMES	EARL THOMAS CONLEY AHO ANITA POINTER	25
23	12	YOU'RE TNE LAST THING I NEEOEO TONIGHT	JOHN SCHNEIOER	33
24	16	A FRIENO IN CALIFORNIA	MERLE HAGGARD	15
25	26	OIGGIN' UP BONES	RAHDY TRAVIS	35
26	29	STARTING OVER AGAIN	STEVE WARIHER	43
27	19	ROCKIN' WITN THE RHYTNM OF THE RAIN	THE JUDDS	42
28	22	SAVIN' MY LOVE FOR YOU	PAKE MCENTIRE	38
29	—	HONEYCOMB	GARY MORRIS	27
30	27	NOBOOY IN NIS RIGNT MIND WOULO'VE LEFT HER	GEORGE STRAIT	47

AIRPLAY

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT CTRY POSITION
1	2	HEARTBEAT IN TNE OARKNESS	OON WILLIAMS	1
2	3	OESPERADO LOVE	CONWAY TWITTY	2
3	4	COUNTRY STATE OF MIND	HANK WILLIAMS JR	3
4	5	SOMETIMES A LADY	EDDY RAVEN	4
5	8	LITTLE ROCK	REBA MCENTIRE	5
6	9	GOT MY HEART SET ON YOU	JOHN CONLEE	6
2	6	STANO A LITTLE RAIN	NITTY GRITTY OIRT BANO	7
8	11	IN LOVE	RONHIE MILSAP	8
9	12	SLOW BOAT TO CNINA	GIRLS NEXT DOOR	9
10	13	TNAT'S HOW YOU KNOW	NICOLETTE LARSOH (WITH STEVE WARIHER)	10
11	1	STRONG HEART	T G SHEPPARO	11
12	15	LONELY ALONE	THE FORESTER SISTERS	14
13	18	ALWAYS HAVE ALWAYS WILL	JANIE FRICKE	12
14	16	GUITARS,CAOILLACS	DWIGHT YOAKAM	13
15	7	A FRIENO IN CALIFORNIA	MERLE HAGGARO	15
16	19	TEN FEET AWAY	KEITH WHITLEY	16
12	20	WORKING CLASS MAN	LACY J DALTON	17
18	22	BOTN TO EACN OTHER	EDDIE RABBITT & JUICE NEWTON	18
19	23	JUST ANDTHER LOVE	TANYA TUCKER	19
20	26	CRY	CRYSTAL GAYLE	21
21	27	GUITAR TOWN	STEVE EARLE	20
22	28	SECONO TO NO ONE	ROSANNE CASH	22
23	29	IT'LL BE ME	EXILE	23
24	30	YOU MAOE A ROCK OF A ROLLING STONE	THE OAK RIDGE BOYS	24
25	—	TOO MANY TIMES	EARL THOMAS CONLEY AND ANITA POINTER	25
26	-	YOU CAN T STOP LOVE	SCHUYLER KNOBLOCK & OVERSTREET	28
22	10	COUNT ON ME	THE STATLER BROTHERS	26
28	—	HONEYCOMB	GARY MORRIS	27
29	—	DOO WAH OAYS	MICKEY GILLEY	29
30	-	OIDN'T WE	LEE GREENWOOD	30

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COUNTRY SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot Country chart.

LABEL	NO OF TITLES ON CHART
RCA (15)	16
RCA/Curb (1)	
MCA (13)	15
MCA/Curb (2)	
WARNER BROS (13)	15
Reprise (1)	
Warner/Curb (1)	
CAPITOL (5)	11
MTM (5)	
Capitol/Curb (1)	
COLUMBIA	11
POLYGRAM	11
Mercury (9)	
America/Smash (2)	
EPIC	7
EMI-AMERICA	3
ALPINE	1
ATLANTIC	1
ATLANTIC/AMERICA	1
BERMUDA DUNES	1
COMPASS	1
EVERGREEN	1
MDJ	1
NSD	1
Long Shot (1)	
ORLANDO	1
PREMIER ONE	1
SILVER DOLLAR	1

COUNTRY SINGLES A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE
(Publisher Licensing Org)
Sheet Music Dist

74 ALIVE AND WELL
(Tree BMI Cross Keys, ASCAP)
46 ALL BECAUSE OF YOU
Rolling Tide ASCAP
97 ALL TIED UP
Tree BMI Strawberry Lane BMI) HL
75 ALONG FOR THE RIDE ('56 T-BIRD)
Bicameral BMI Stavetone ASCAP
12 ALWAYS HAVE ALWAYS WILL
Terican ASCAP/Cavesson ASCAP) CPP
84 ANYTHING FOR LOVE
Moose CAPAC/Air Bear BMI
59 AT THE SOUND OF THE TONE
WB ASCAP Two Sons ASCAP)
81 BIRTH OF ROCK AND ROLL
Godfather BMI)
18 BOTH TO EACH OTHER (FRIENDS & LOVERS)
Colgems EMI ASCAP WB ASCAP)
70 CALL HOME
Lodge Hall ASCAP WB ASCAP/Two Sons ASCAP
CPP
49 CHEAP LOVE
(Sinder BMI Bug BMI)
26 COUNT ON ME
Statler Brothers BMI)
3 COUNTRY STATE OF MIND
(Bocephus BMI Tapadero BMI) CPP
21 CRY
Shapiro Bernstein & Co ASCAP)
67 DADDY'S HANDS
Blackwood BMI)
76 THE DARK SIDE OF TOWN
(WB ASCAP/Two Sons ASCAP/Warner Tamerlane BMI Simonton BMI)
2 DESPERADO LOVE
Tree BMI Lowery BMI) CPP/HL
30 DIDN'T WE
Good Single BMI Irving BMI WB ASCAP Two Sons ASCAP) CPP ALM
35 DIGGIN UP BONES
Writers Group BMI/Scarlet Moon BMI Sawgrass BMI/Lawyers Daughter BMI)
29 DOO-WAH DAYS
(Young Beau BMI/Tapadero BMI Rok BMI) CPP
87 EVERYTHING THAT GLITTERS (IS NOT GOLD)
(Pink Pig BMI Hall Clement BMI) HL
36 FARTHER DOWN THE LINE
(Michael H Goldsen ASCAP Lyle Lovett ASCAP)
100 FEEL LIKE I'M FALLING FOR YOU
Chappell & Co ASCAP/Long Johns II ASCAP Bibo ASCAP) HL
69 FIDDLIN MAN
(Timberwolf BMI Cross Keys ASCAP Kahala BMI
15 A FRIEND IN CALIFORNIA
(Inorbit BMI) CPP
39 A GIRL LIKE EMMYLOU
(That's What She Said BMI Long Tooth BMI/K Road ASCAP/Standup ASCAP)
6 GOT MY HEART SET ON YOU
(Simonton BMI N2D ASCAP)
95 GOTTA LEARN TO LOVE WITHOUT YOU
(Irving BMI Tonka ASCAP) CPP/ALM
20 GUITAR TOWN
(Goldline ASCAP) HL
13 GUITARS, CADILLACS
Coal Dust West BMI)
83 HAVE I GOT A HEART FOR YOU
(April ASCAP Blackwood BMI)
1 HEARTBEAT IN THE DARKNESS
(MCA ASCAP Patchwork ASCAP) HL
85 HEARTS AREN'T MADE TO BREAK (THEY'RE MADE TO LOVE)
(Tom Collins BMI) CPP
57 HOMEGROWN
(Dale Morris BMI/Screen Gems EMI BMI)
27 HONEYCOMB
(Golden Bell ASCAP) CPP
45 HONKY TONK CROWD
(Jack & Bill ASCAP/Foggy Jonz ASCAP/Amanda Lin ASCAP)
63 I MISS YOU ALREADY
Tree BMI)
66 I WANNA HEAR IT FROM YOUR LIPS
(E B BMI Salespace BMI Pitchford BMI Warner Tamerlane BMI)
82 I WISH THAT I COULD HURT THAT WAY AGAIN
Tree BMI/Cross Keys ASCAP HL
80 I WON'T LET YOU DOWN
Garwin ASCAP/WB ASCAP/Bob Montgomery ASCAP
50 IF YOU'RE ANYTHING LIKE YOUR EYES
(Hall Clement BMI) HL
40 I'M NOT TRYING TO FORGET YOU
(Willie Nelson BMI) CPP
8 IN LOVE
Lodge Hall ASCAP Milsap BMI) CPP
23 IT'LL BE ME
Tree BMI Pacific Island BMI) CPP/HL
62 I'VE ALREADY CHEATED ON YOU
(Willie Nelson BMI)
65 I'VE CRIED A MILE
(Tree BMI HL
41 I'VE GOT A NEW HEARTACHE
(Cedarwood BMI Wayne Walker BMI) HL
78 JUKEBOX SATURDAY NIGHT NIGHT LIFE
(Blackwood BMI Priority ASCAP)
19 JUST ANOTHER LOVE
Web IV BMI)
5 LITTLE ROCK
Combine BMI Music City ASCAP)
14 LONELY ALONE
MCA ASCAP Alabama Band ASCAP) HL
79 LOVE AT THE FIVE AND DIME
Wing And Wheel BMI Bug BMI)
55 LOVE KEEP YOUR DISTANCE
Desert Sands BMI Medicine BMI)
53 MY LIFE'S A DANCE
Youngster Musikverlag GEMA Edition Sunrise BMI)
98 NEXT TIME
Little Chickadee BMI/Love Wheel BMI)
44 NO ONE MENDS A BROKEN HEART LIKE YOU
(Collins Court ASCAP
41 NOBODY IN HIS RIGHT MIND WOULD'VE LEFT HER
Hall Clement BMI HL
48 NOTHIN VENTURED NOTHIN' GAINED
MCA ASCAP Don Schlitz ASCAP April ASCAP Welbeck ASCAP Blue Quill ASCAP Sheep In Tow BMI CPP ABP HL
56 OLD VIOLIN
Dwight Manners BMI
58 ON THE OTHER HAND
Writers Group BMI Scarlet Moon BMI MCA ASCAP Don Schlitz ASCAP) CPP HL
37 THE PAGES OF MY MIND
April ASCAP Welbeck ASCAP) CPP ABP
94 THE PRIDE IS BACK
Ford Boats BMI) CPP
96 REAL GOOD
WB ASCAP Two Sons ASCAP)
42 ROCKIN WITH THE RHYTHM OF THE RAIN
MCA ASCAP/Don Schlitz ASCAP Welbeck ASCAP Blue Quill ASCAP) HL
77 ROLLIN NOWHERE
Timberwolf BMI
72 SAD STATE OF AFFAIRS
Southern Grand Alliance ASCAP Hornsen ASCAP CPP
38 SAVIN MY LOVE FOR YOU
Warner Tamerlane BMI Flying Dutchman BMI
22 SECOND TO NO ONE
(Chelcait BMI Atlantic BMI)
99 SHE THINKS I STEAL CARS
Jack BMI Glad BMI Jando ASCAP
54 SHE USED TO BE SOMEBODY'S BABY
Larry Gatlin BMI
31 SINCE I FOUND YOU
Lawyers Daughter BMI Uncle Artie ASCAP)
68 SIXTEEN CANDLES
Unichappell BMI)
9 SLOW BOAT TO CHINA
Uncle Artie ASCAP
64 SLOW MOTION
Combine BMI Music City ASCAP
52 SO THIS IS LOVE
Tapadero BMI Little Shop Of Morgansongs BMI)
89 SOME HEARTS GET ALL THE BREAKS
(Roger Miller BMI Tree BMI HL
92 SOMEBODY WANTS ME OUT OF THE WAY
Cavesson ASCAP Hal Clement BMI Frizzell BMI CPP HL
4 SOMETIMES A LADY
RavenSong ASCAP Michael H Goldsen ASCAP Collins Court ASCAP) CPP
7 STAND A LITTLE RAIN
Don Schlitz ASCAP MCA ASCAP Shedd House ASCAP) HL
43 STARTING OVER AGAIN
(Forrest Hills BMI Write Road BMI
80 STRAIGHT TALKIN
Millhouse BMI Sheddhouse ASCAP Sabal ASCAP
90 STRANGER THINGS HAVE HAPPENED
(Milene Opryland ASCAP)
11 STRONG HEART
(Chappell ASCAP MCA ASCAP Chriswald ASCAP Hopi Sound ASCAP Bibo ASCAP) HL
91 SUSIE'S BEAUTY SHOP
(Hallnote BMI Unichappell BMI
16 TEN FEET AWAY
WB ASCAP Two Sons ASCAP Algee BMI Blue Lake BMI) CPP
32 THAT ROCK WON'T ROLL
Combine BMI
10 THAT'S HOW YOU KNOW
Screen Gems EMI BMI Moon & Stars BMI Colgems EMI ASCAP
61 THAT'S WHAT HER MEMORY IS FOR
Tom Collins BMI
25 TOO MANY TIMES
Rowdy Boy ASCAP
ASCAP
73 UNTIL I MET YOU
(King Coal ASCAP)
76 WHAT DID YOU DO TO MY HEART
(Marledge ASCAP
88 WHAT'S YOUR NAME
(Rightsong BMI HL
34 WILL THE WOLF SURVIVE
(Davince BMI No K O BMI Bug BMI)
93 WITH YOU
(Benefit BMI)
86 WOMAN OF THE EIGHTIES
(Prima donna BMI
17 WORKING CLASS MAN
Tisco And ASCAP Chappell ASCAP
28 YOU CAN'T STOP LOVE
(Lawyers Daughter BMI Writers Group BMI/Scarlet Moon BMI Bethlehem BMI
24 YOU MADE A ROCK OF A ROLLING STONE
Tree BMI Cross Keys ASCAP) HL
51 YOU'RE STILL NEW TO ME
Writers Group BMI Scarlet Moon BMI Web IV BMI
33 YOU'RE THE LAST THING I NEEDED TONIGHT
Jack & Bill ASCAP HL

SHEET MUSIC AGENTS

are listed for piano vocal sheet music copies and may not represent mixed folio rights

ABP	April Blackwood	CPP	Columbia Pictures
ALM	Almo	HAN	Hansen
B M	Belwin Mills	HL	Hal Leonard
B	Big Three	IMM	Ivan Mogull
BP	Bradley	MCA	MCA
HA	[illegible]	[illegible]	Peer Southern
[illegible]	[illegible]	PLY	Plymouth
[illegible]	[illegible]	WBM	Warner Bros

CMA AWARDS

(Continued from page 32)

"Bop," Jennifer Kimball and Paul Davis, sung by Dan Seals, "Grandpa (Tell Me 'Bout The Good Old Days)," Jamie O'Mara, sung by the Judds; "Lost In The Fifties (In The Still Of The Night)," Mike Reid, Troy Seals, and Fred Parris, sung by Ronnie Milsap; "On The Other Hand," Paul Overstreet and Don Schlitz, sung by Randy Travis.

Female vocalist of the year: Rosanne Cash, Janie Frickie, Emmylou Harris, Reba McEntire, and Anne Murray.

Male vocalist of the year: George Jones, Gary Morris, George Strait, Randy Travis, and Hank Williams Jr

Vocal group of the year: Exile, the Forester Sisters, the Nitty Gritty Dirt Band, the Oak Ridge Boys, the Judds.

Vocal duo of the year: Crystal Gayle & Gary Morris, Dolly Parton & Kenny Rogers, Marie Osmond & Dan Seals, Nicolette Larson & Steve Wariner, and Waylon Jennings & Willie Nelson

Instrumental group of the year: the Grand Ole Opry Staff Band, Hee Haw Band, Nashville Now Band, Oak Ridge Boys Band, and the Strangers

Instrumentalist of the year (four nominees) Jerry Douglas, Johnny Gimble, Doyle Grisham, and Mark O'Connor.

Horizon Award: Forester Sisters, Kathy Mattea, Dan Seals, Randy Travis, and Dwight Yoakam

Music video of the year: "100% Chance of Rain," Gary Morris, "Grandpa (Tell Me 'Bout The Good Old Days)," the Judds, "Honky Tonk Man," Dwight Yoakam; "Who's Gonna Fill Their Shoes," George Jones; Whoever's In New England," Reba McEntire.

EDWARD MORRIS

REBA MCENTIRE

(Continued from page 32)

ceptance and sales to the play the clip received and is hoping to have the same luck with the new $65,000 concept video

Between her concert and TV appearances, Carter has been taking McEntire on the road to visit such distributors as Camelot, Target, Musicland, and Wal-Mart Although most of the visits have been to warehouses and staff meetings, McEntire did a full-fledged show with her band for Wal-Mart executives. "I think it's really paid off," she says of the visits, "and we are going to continue to do it "

On the concert trail, McEntire is still somewhere between an opening act and a headliner On her own, Carter says, she can be counted on to sell about 3,000 tickets per concert. Recently, she moved from Headline International Talent to the Jim Halsey Co. for booking

Her show now includes seven band members, a backup singer, and, for the first time, a lighting director. In most venues, Electric Ear handles production chores.

FOR WEEK ENDING AUGUST 30, 1986

Billboard. TOP COUNTRY ALBUMS™

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Compiled from a national sample of retail store and one-stop sales reports

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST LABEL & NUMBER DISTRIBUTING LABEL (SUG LIST PRICE)*	TITLE
				★★ NO. 1 ★★	
(1)	1	1	10	RANDY TRAVIS WARNER BROS 1 25435 (8.98) 4 weeks at No One	STORMS OF LIFE
2	4	4	6	HANK WILLIAMS, JR WARNER CURB 1 25412 WARNER BROS (8.98)	MONTANA CAFE
3	3	3	41	THE JUDDS ● RCA CURB AHL1 7042 RCA (8.98) (CD)	ROCKIN WITH THE RHYTHM
4	2	2	12	GEORGE STRAIT MCA 5750 (8.98)	# 7
5	5	5	20	DWIGHT YOAKAM REPRISE 25372 WARNER BROS (8.98)	GUITARS, CADILLACS, ETC., ETC
(6)	7	7	26	REBA MCENTIRE MCA 5691 (8.98) (CD)	WHOEVER'S IN NEW ENGLAND
(7)	12	17	5	JANIE FRICKE COLUMBIA FC 40383	BLACK & WHITE
8	8	8	12	THE STATLER BROTHERS MERCURY 422 826 782 1 M POLYGRAM (8.98)	FOUR FOR THE SHOW
(9)	14	18	5	EXILE EPIC FE 40401	GREATEST HITS
10	10	11	21	RONNIE MILSAP RCA AHL1 7194 (8.98) (CD)	LOST IN THE FIFTIES TONIGHT
11	9	10	27	ALABAMA ▲ RCA AHL1 7170 (8.98) (CD)	GREATEST HITS
(12)	15	14	12	NITTY GRITTY DIRT BAND WARNER BROS 1 25382 (8.98)	TWENTY YEARS OF DIRT
13	11	12	21	WAYLON JENNINGS MCA 5688 (8.98) (CD)	WILL THE WOLF SURVIVE
14	6	6	23	MERLE HAGGARD EPIC 40286	A FRIEND IN CALIFORNIA
15	17	15	11	CARL PERKINS, JERRY LEE LEWIS, ROY ORBISON, & JOHNNY CASH AMERICA SMASH 830 002 1 M1 POLYGRAM (8.94)	CLASS OF '55
16	13	13	30	JOHN SCHNEIDER MCA 5668 (8.98)	A MEMORY LIKE YOU
17	18	22	17	EDDIE RABBITT RCA AHL1 7041 (8.98)	RABBITT TRAX
18	19	19	10	T GRAHAM BROWN CAPITOL ST 12487 (8.98)	I TELL IT LIKE IT USED TO BE
19	16	9	19	WILLIE NELSON COLUMBIA FC 40327	THE PROMISELAND
(20)	38	60	61	ROSANNE CASH COLUMBIA FC 39461	RHYTHM AND ROMANCE
(21)	33	39	4	RAY CHARLES COLUMBIA FC 40338	FROM THE PAGES OF MY MIND
22	23	25	44	EARL THOMAS CONLEY RCA AHL1 703[illegible] (8.98)	GREATEST HITS
(23)	29	20	93	THE JUDDS ▲ RCA CURB AHL1 5319 RCA (8.98) (CD)	WHY NOT ME
24	22	26	48	GEORGE STRAIT ● MCA 5605 (8.98) (CD)	SOMETHING SPECIAL
25	24	28	66	HANK WILLIAMS, JR ● WARNER CURB 25267 WARNER BROS (8.98)	FIVE O
26	28	33	7	T.G. SHEPPARD COLUMBIA FC 40310	IT STILL RAINS IN MEMPHIS
27	26	29	41	HANK WILLIAMS, JR. WARNER CURB 25328 WARNER BROS (8.98)	GREATEST HITS-VOLUME II
28	34	44	17	STEVE EARLE MCA 5713 (8.98)	GUITAR TOWN
29	32	32	75	GEORGE STRAIT ● MCA 5567 (8.98) (CD)	GEORGE STRAIT'S GREATEST HITS
(30)	43	45	9	GIRLS NEXT DOOR [illegible]	THE GIRLS NEXT DOOR
31	31	30	9	THE FORESTER SISTERS WARNER BROS [illegible]	PERFUME, RIBBONS AND PEARLS
(32)	47	—	2	LACY J. DALTON COLUMBIA 40393	HIGHWAY DINER
33	39	43	14	BILLY JOE ROYAL ATLANTIC AMERICA [illegible]	LOOKING AHEAD
(34)	58	—	2	SWEETHEARTS OF THE RODEO COLUMBIA [illegible]	SWEETHEARTS OF THE RODEO
35	35	51	3	JIMMY BUFFETT [illegible]	FLORIDAYS
36	42	37	17	THE OAK RIDGE BOYS MCA [illegible]	SEASONS
(37)	75	41	6	DAVID ALLEN COE COLUMBIA 40146	SON OF THE SOUTH
38	40	40	9	CONWAY TWITTY WARNER BROS [illegible]	FALLIN' FOR YOU FOR YEARS
39	30	35	22	TANYA TUCKER CAPITOL ST 12474 (8.98)	GIRLS LIKE ME
(40)	51	36	37	STEVE WARINER MCA 5172 (8.98)	LIFE'S HIGHWAY
41	37	31	25	DON WILLIAMS CAPITOL ST 12440 (8.98)	NEW MOVES
42	36	24	22	JUDY RODMAN MTM 71050 (8.98)	JUDY
43	49	52	13	NICOLETTE LARSON MCA 5719 (8.98)	ROSE OF MY HEART
44	44	74	27	ANNE MURRAY CAPITOL SJ 12466 (8.98)	SOMETHING TO TALK ABOUT
45	25	27	67	THE STATLER BROTHERS MERCURY 824 420 1 POLYGRAM (8.98)	PARDNERS IN RHYME
46	50	57	80	ALABAMA ▲ RCA AHL1 5339 (8.98) (CD)	40 HOUR WEEK
(47)	RE-ENTRY			KEITH WHITLEY RCA CPL1 7043 (8.98)	L.A. TO MIAMI
48	48	71	51	GEORGE JONES EPIC FE 39598	WHO'S GONNA FILL THEIR SHOES
(49)	60	65	4	MARTY STUART COLUMBIA BFC 40302	MARTY STUART
(50)	61	47	11	SOUTHERN PACIFIC WARNER BROS 1 25409 (8.98)	KILLBILLY HILL
51	52	48	258	WILLIE NELSON ▲ COLUMBIA KC 237542 (CD)	GREATEST HITS
52	57	64	7	REBA MCENTIRE MERCURY 822 455 1 M 1	REBA NELL MCENTIRE
53	53	56	6	ED BRUCE RCA AHL1 5808 (8.98)	NIGHT THINGS
54	46	34	6	RONNIE MCDOWELL MCA CURB 5725 MCA (8.98)	ALL TIED UP IN LOVE
55	55	73	233	ALABAMA ▲ RCA AHL1 4229 (8.98) (CD)	MOUNTAIN MUSIC
56	45	50	68	LEE GREENWOOD ● MCA 5582 (8.98) (CD)	GREATEST HITS
(57)	66	46	68	RONNIE MILSAP ● RCA AHL1 5425 (8.98) (CD)	GREATEST HITS VOL. 2
58	62	55	13	PAKE MCENTIRE RCA AFL1 5809 (8.98)	TOO OLD TO GROW UP
59	64	54	434	WILLIE NELSON ▲ COLUMBIA JC 35305 (CD)	STARDUST
60	65	42	46	LEE GREENWOOD MCA 5622 (8.98)	STREAMLINE
61	41	38	25	EVERLY BROTHERS MERCURY 826 142 1 POLYGRAM (8.98)	BORN YESTERDAY
62	21	21	41	RICKY SKAGGS EPIC FE 40103	LIVE IN LONDON
63	27	23	11	JOHNNY CASH AND WAYLON JENNINGS COLUMBIA 40347	HEROES
64	20	16	25	JOHN CONLEE COLUMBIA FC 40257	HARMONY
65	56	62	124	ALABAMA ▲ RCA AHL1-4939 (8.98) (CD)	ROLL ON
66	68	49	4	GENE WATSON EPIC 40306	STARTING NEW MEMORIES
67	67	58	232	WILLIE NELSON ▲ COLUMBIA FC 37951 (CD)	ALWAYS ON MY MIND
68	71	69	120	THE STATLER BROTHERS MERCURY 818 652 1 POLYGRAM (8.98) (CD)	ATLANTA BLUE
69	59	59	180	ALABAMA ▲ RCA AHL1 4663 (8.98) (CD)	THE CLOSER YOU GET
70	69	66	19	RAY PRICE STEP ONE SOR [illegible] (8.98)	PORTRAIT OF A SINGER
71	70	72	111	THE STATLER BROTHERS MERCURY 812 184 1 POLYGRAM (8.98)	TODAY
72	72	68	13	THE MAINES BROTHERS BAND MERCURY [illegible] 1 M 1 POLYGRAM	THE BOYS ARE BACK IN TOWN
73	73	67	46	SAWYER BROWN CAPITOL CURB ST 12438 CAPITOL (8.98)	SHAKIN'
74	54	61	48	DAN SEALS EMI AMERICA ST 17166 (8.98)	WON'T BE BLUE ANYMORE
75	63	63	44	RAY STEVENS MCA 5635 (8.98)	I HAVE RETURNED

( ) Albums with the greatest sales gains this week. (CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units, with each additional million indicated by a numeral following the symbol. *CBS Records does not issue a suggested list price for its product.

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IS GONNA FILL HIS OWN SHOES!

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GEORGE JONES

Wine Colored Roses

Produced by BILLY SHERRILL

ON Epic RECORDS AND CASSETTES.

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COUNTRY MUSIC

COUNTRY IS MORE THAN MUSIC. IT'S PART OF AMERICA'S CULTURAL FABRIC.

ISSUE DATE
OCTOBER 18

AD CLOSING
SEPTEMBER 23

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Art Tom Godici

JAZZ

BLUE NOTES

by Peter Keepnews

YOU DON'T HEAR THAT MUCH these days about the **Keynote** label—in part because it had a very brief existence and in part because its output has been reissued only sporadically. But **PolyGram**, which owns the Keynote catalog, is about to offer convincing evidence that the short-lived label made a very significant contribution to the world of jazz.

PolyGram is preparing to release **"The Complete Keynote Collection,"** a 21-record box including everything that **Harry Lim**, the entrepreneur behind Keynote's jazz activities, recorded for the label from 1944 to 1948. Of the 334 tracks in the massive anthology, 115 are previously unreleased, including alternate takes by the likes of **Coleman Hawkins** and **Lester Young** and an entire session by **Benny Carter**. Among the other artists represented in the collection are **Roy Eldridge, Lionel Hampton, Red Rodney**, and **Lennie Tristano**. All the tracks have been digitally remastered from the original acetate disks.

Loving looks back at a label and two groups

The package, compiled by **Kiyoshi Koyama**, comes with a 40-page booklet of commentary by jazz historians **Dan Morgenstern** and **Bob Porter** and a few words from Lim himself. It also contains an eight-page booklet of photographs taken at the Keynote sessions. It's set for Sept. 22 release and will carry a price tag in the area of $200. There are no plans to release a CD or cassette equivalent, although there will be some individual Keynote CDs next year.

HAPPY REUNIONS. A quarter of a century ago, two very different jazz quintets burst on to the scene. One lasted only a few months, meeting an untimely end when its trumpet-playing co-leader died at the age of 23. The other stayed together for a while but eventually disbanded, shortly before its trumpet-playing co-leader mounted an all-out assault on the pop charts.

The groups were the **Eric Dolphy-Booker Little Quintet**, fronted by two of the most gifted and influential avant-gardists of the early '60s, and the **Jazz Brothers**, a hard-driving postbop ensemble led by **Chuck** and **Gap Mangione**. Now, 25 years later, both groups are, after a fashion, back together.

The distinctive sound of the Dolphy-Little group will be re-created from Sept. 30-Oct. 5 at New York's Sweet Basil. The rhythm section of pianist **Mal Waldron**, bassist **Richard Davis**, and drummer **Ed Blackwell** is reuniting for the occasion, with saxophonist **Donald Harrison** and trumpeter **Terence Blanchard** doing their best to fill the shoes of Dolphy (who died in 1964) and Little (who died in 1966), respectively. The engagement will be recorded by Sweet Basil's **Horst Liepolt** for release on the Japanese **King** label.

The Jazz Brothers, meanwhile, have reteamed for a brief U.S. club tour, offering the kind of straight-ahead sounds that were Chuck Mangione's stock in trade before the days of "Land Of Make Believe" and "Feels So Good." Joining Chuck and his pianist brother Gap are another original Brother, saxophonist **Sal Nistico**, bassist **Gordon Johnson**, and drummer **Adam Nussbaum**. Plans call for the group to cut a live album at San Francisco's Great American Music Hall, with **Orrin Keepnews**—who produced the Jazz Brothers' first recordings way back when—supervising for his **Landmark** label.

GOSPEL

LECTERN

by Bob Darden

NORTH CAROLINA native **George Hamilton IV**, a longtime dominant country artist in the U.K., recently won the Music Retailer's Assn. "Folk and Country Record Award" there for his **Word-UK** album "Hymns Country Style." The release topped all other folk and country albums on all other labels released in the U.K. last year. The award was presented by former prime minister Edward Heath.

BROADCASTING EVENTS: **Myrrh/LA** recording artist **Leslie Phillips**, who is currently working on a new album with producer **T-Bone Burnett**, sang "When The World Is New" from the Grammy-nominated "Black And White In A Grey World" on the fourth annual Children's Miracle Telethon. She also performed at a recent fund-raising dinner sponsored by the Friends of Israel Defense Forces. **Bread 'n Honey** artist **Johnny Hall** joined David Nelson for the filming of the Arthur S. DeMoss Foundation's "America, You're Too Young To Die."

"Upon This Rock," a Christian music video program in stereo, is now on the air. The show is broadcast Sunday from noon to 12:30 p.m. on UHF Channel 68. Write WWHT Inc., 390 W. Market St., Newark, N.J. 07107 for more information. U68's 24-hour video challenge to MTV has received extensive coverage in the New York area. No. 1 at the eclectic Morning Star WUSB 90.1 FM in Nassau/Suffolk County, N.Y. is the **Call's** thundering "I Still Believe." The Christian Broadcasting Network's first video show, "Fast Forward," debuted earlier this summer. Inaugural co-hosts were **DeGarmo & Key** and **Russ Taff**.

The **Kingsmen** recorded their upcoming album in the Grand Ole Opry. Country legend Roy Acuff introduces the eight-time Dove Award winners. **Billy Traylor**, executive vice president and general manager of the **Benson Co.**, is hosting a new variety show sponsored by the **Zondervan Co.** "Words & Music" will air Friday nights on the *PTL* Satellite Network. Among first guests scheduled are **Dino, Dan Peck, the Speers**, and the **Hemphills**. The American Music Entertainment Network, a 24-hour advertising-sponsored music video network specializing in Christian videos, recently spent two weeks in Nashville.

George Hamilton IV is the recipient of U.K. award

SIGNINGS: **Cruse** has signed with Benson's **Greentree** label. **Billy and Sarah Gaines** have signed with Benson. The 20-member touring company of **Truth** is currently engaged in a 120-date tour to raise $1 million for work in Brazil. Truth is working with Nilson Fanini, often called the "Billy Graham of the Third World." **Karla Worley** has signed with the **Star Song** label. **Luke Garrett** has linked with **Home Sweet Home Records**... The **Garrett-Roberts Gospel Trio** has signed with **Morning Star Records** of Houston. **Zondervan/Singspiration** Music and Warner Bros. Publications have signed a joint distribution agreement.

FOR WEEK ENDING AUGUST 30, 1986

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TOP JAZZ ALBUMS™

Compiled from a national sample of retail store and one stop sales reports

THIS WEEK	2 WKS AGO	WKS ON CHART	ARTIST	TITLE
			★★ NO. 1 ★★	
1	1	11	BOB JAMES/DAVID SANBORN WARNER BROS. 25393 (CD) 5 weeks at No. One	DOUBLE VISION
2	3	9	SPYRO GYRA MCA [illegible]	BREAKOUT
3	2	21	LARRY CARLTON MCA 5689 [illegible]	ALONE BUT NEVER ALONE
4	6	9	YELLOWJACKETS MCA 5752 (CD)	SHADES
5	14	3	ANDREAS VOLLENWEIDER US MASTERWORKS FM 42255 (CD)	DOWN TO THE MOON
6	5	77	STANLEY JORDAN BLUE NOTE BT 85[illegible] CAPITOL [illegible]	MAGIC TOUCH
7	13	5	PIECES OF A DREAM MANHATTAN ST 53023 EMI AMERICA	JOYRIDE
8	4	25	GEORGE HOWARD TBA TB 210 PALO ALTO	LOVE WILL FOLLOW
9	8	25	JOHN SCOFIELD GRAMAVISION 18 85081 POLYGRAM	STILL WARM
10	11	13	RUSS FREEMAN BRAINCHILD 8603	NOCTURNAL PLAYGROUND
11	12	41	HIROSHIMA [illegible] BFC 19938	ANOTHER PLACE
12	7	17	MILTON MASCIMENTO POLYDOR 827638 1 POLYGRAM (CD)	ENCONTROS E DESPEDIDAS (MEETINGS AND FAREWELLS)
13	15	5	WEATHER REPORT COLUMBIA FC 40280 (CD)	THIS IS THIS
14	20	7	LESLIE DRAYTON & FUN ESOTERIC ER 1004 OPTIMISM (CD)	WHAT IT IS, IS WHAT IT IS
15	17	11	SPECIAL EFX GRP 4 1025 (CD)	SLICE OF LIFE
16	16	17	KITARO GRAMAVISION 18 85016 1 POLYGRAM	MY BEST
17	23	5	JETSTREAM TBA TB 211 PALO ALTO	AROUND THE WORLD
18	10	17	THE CHICK COREA ELEKTRIC BAND GRP A 1026 (CD)	THE CHICK COREA ELEKTRIC BAND
19	19	9	FREDDIE HUBBARD/WOODY SHAW BLUE NOTE BT 85123 CAPITOL	DOUBLE TAKE
20	22	7	JIMMY SMITH BLUE NOTE BT 85125 CAPITOL	GO FOR WHATCHA KNOW
21	25	5	BOBBY MCFERRIN BLUE NOTE BT 85110 EMI AMERICA	SPONTANEOUS INVENTIONS
22	29	5	FRANK POTENZA TBA TB 206 PALO ALTO	SAND DANCE
23	26	7	BILLY COBHAM GRP A 1027 (CD)	POWER PLAY
24	24	7	SHADOWFAX WINDHAM HILL WH 1051 A&M (CD)	TOO FAR TO WHISPER
25	9	15	JONATHAN BUTLER JVC 10041/JB RCA (CD)	INTRODUCING JONATHAN BUTLER
26	32	3	FATTBURGER GOLDEN BOY GBJ 2001 OPTIMISM (CD)	ONE OF A KIND
27	18	19	DAVID BENOIT SPINDLETOP STP 104 ROUNDER (CD)	THIS SIDE UP
28	NEW▶		KENNY G ARISTA ALB 8427	DUOTONES
29	33	3	STEPS AHEAD ELEKTRA 60441	MAGNETIC
30	30	9	ROB MULLINS RMC 1006	NITE STREET
31	31	3	DAVE VALENTIN GRP 1028 (CD)	LIGHT STRUCK
32	21	19	SKYWALK ZEBRA MCA ZEB 5715 MCA (CD)	THE BOHEMIANS
33	27	35	PAUL WINTER LIVING MUSIC LMR 6 (CD)	CANYON
34	34	3	RODNEY FRANKLIN COLUMBIA FC 40107	IT TAKES TWO
35	37	15	LYLE MAYS GEFFEN GHS 24097 WARNER BROS	LYLE MAYS
36	28	17	PAT METHENY/ORNETTE COLEMAN GEFFEN GHS 24096 WARNER BROS	SONG X
37	NEW▶		RARE SILK TBA 214 PALO ALTO	BLACK & BLUE
38	NEW▶		GRANT GEISSMAN TBA 217 PALO ALTO	DRINKIN' FROM THE MONEY RIVER
39	NEW▶		VICTOR FELDMAN'S GENERATION BAND TBA [illegible] PALO ALTO	SMOOTH
40	NEW▶		HANK CRAWFORD AND JIMMY MCGRIFF [illegible]	[illegible]

Albums with the greatest sales gain [illegible] Industry Assn. Of America (RIAA) certification [illegible] one million units.

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CLUB PLAY

Compiled from a national sample of dance club playlists

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
				★ ★ NO. 1 ★ ★	
(1)	1	2	10	AIN'T NOTNIN' GOIN' ON BUT TNE RENT POLYDOR 885 116-1 POLYGRAM — 2 weeks at No. One	◆ GWEN GUTHRIE
(2)	2	3	7	POINT OF NO RETURN (REMIX) ATLANTIC 0 86802	◆ NU SHOOZ
(3)	6	6	6	DOWN ANO COUNTING EPIC 49 05926	CLAUDJA BARRY
4	5	5	7	PAPA DON'T PREACN SIRE 0 20492 WARNER BROS	◆ MADONNA
5	7	8	6	TWO OF NEARTS ATLANTIC 0 86797	◆ STACEY Q
6	4	4	6	SWEET ANO SEXY THING (REMIX) GORDY A5616G MOTOWN	RICK JAMES
7	8	7	7	MUSIC TNAT YOU CAN DANCE TO MCA CURB 23640 MCA	◆ SPARKS
8	3	1	9	VENUS LONDON 886 056 1 POLYGRAM	◆ BANANARAMA
(9)	9	16	5	SWEET FREEDOM (REMIX) MCA 23641	◆ MICHAEL MCDONALD
(10)	14	30	5	WALK TNIS WAY PROFILE PRO 7112	◆ RUN-D M C
(11)	10	13	7	CANOYBAR EXPRESS (REMIX) MERCURY 884 832 1 POLYGRAM	◆ LOVE ANO MONEY
(12)	11	17	5	LOVE OF A LIFETIME (REMIX) WARNER BROS 0 20487	◆ CHAKA KHAN
(13)	12	12	6	YOU & ME COTILLION 0 96811 ATLANTIC	SIMPHONIA
(14)	23	45	3	SUMMER OF LOVE (REMIX) WARNER BROS 0 20509	THE B-S2'S
(15)	17	24	6	LOVE CAN'T TURN AROUND HOUSE TO 10	FARLEY "JACKMASTER" FUNK & JESSE SAUNDERS
(16)	24	39	3	CAN'T GIVE NER UP (REMIX) WARNER BROS 0 20473	SKIPWORTH & TURNER
(17)	25	40	3	GOTTA SEE YOU TONIGNT RCA PW 14405	BARBARA ROY
18	18	22	5	MAN SIZE LOVE (REMIX) MCA 23642	◆ KLYMAXX
(19)	26	—	2	MISSIONARY MAN (REMIX) RCA PD 14409	◆ EURYTHMICS
(20)	29	35	3	SOWETO (REMIX) A&M SP 12190	JEFFREY OSBORNE
(21)	46	—	2	WNEN I TNINK OF YOU (REMIX) A&M SP 12193	◆ JANET JACKSON
(22)	32	—	2	CELEBRATE POW WOW PW 412	SUBJECT
23	16	19	6	JUMP BACK CRIMINAL CRIM 00001	WALLY JUMP JUNIOR & THE CRIMINAL ELEMENT
(24)	30	38	4	WISER AND WEAKER (REMIX) COLUMBIA 4A 05918	DENIECE WILLIAMS
25	22	23	7	OANCE WITN ME ATLANTIC 0 86806	◆ ALPHAVILLE
(26)	38	—	2	FOR TONIGNT ATLANTIC 0 86789	NANCY MARTINEZ
(27)	27	25	9	JACK YOUR BODY UNDERGROUND UN 101	STEVE 'SILK' HURLEY
28	19	21	6	HOW TO WIN YOUR LOVE PROFILE PRO 7105	SPENCER JONES
(29)	31	37	4	BASSLINE (REMIX) SLEEPING BAG SLX-18	MANTRONIX
(30)	35	48	3	BORROWEO LOVE (REMIX) TABU 4Z9 05920 EPIC	◆ THE S O S BAND
31	28	33	5	BURNIN' UP (REMIX) A&M SP 12186	MICHAEL JONZUN
(32)	43	—	2	SAMPLE TNAT! GEFFEN 0 20510 WARNER BROS	BANG ORCHESTRA!
33	13	11	9	NOBODY'S BUSINESS FLEETWOOD FW 008	BILLIE
(34)	48	—	2	PARANOIMIA (REMIX) CHINA CHRYSALIS 4V9 43017 CHRYSALIS	◆ THE ART OF NOISE WITH MAX HEAOROOM
(35)	40	—	2	HOW MANY HEARTS SEA BRIGHT PAL 7109 PROFILE	EVELYN THOMAS
(36)	49	—	2	OIAMOND GIRL TOP HITS TH 106	NICE & WILD
37	41	47	4	STOP & TNINK ISLAND 0 96814 ATLANTIC	MICHELLE GOULET
(38)	NEW▶		1	YOU ARE EVERYTHING COLUMBIA 44 05941	JAMES (D TRAIN) WILLIAMS
(39)	47	—	2	I CAN'T TNINK ABOUT OANCIN' (REMIX) CAPITOL V 15233	◆ MISSING PERSONS
40	45	50	3	I GOT YOU COVEREO TREMPER TR 1019	DONNA GARRAFFA
(41)	NEW▶		1	LOVE IN THE SHADOWS (REMIX) A&M SP 12187	E G DAILY
42	15	9	11	OPPORTUNITIES (LET'S MAKE LOTS OF MONEY) (REMIX) EMI AMERICA V 19206	◆ PET SHOP BOYS
43	20	10	11	RUMORS/VICIOUS RUMORS JAY 001 MACOLA	TIMEX SOCIAL CLUB
44	21	18	8	I'M HUNGRY FOR YOUR LOVE SUPERTRONICS RY014	JANICE CHRISTIE
(45)	50	—	1	OVER AND OVER (REMIX) MCA 23636	◆ COLONEL ABRAMS
(46)	NEW▶		1	SPIRIT IN THE SKY I.R.S. 23653 MCA	DOCTOR AND THE MEDICS
(47)	NEW▶		1	CAN'T WAIT ANOTHER MINUTE RCA PW 14422	FIVE STAR
(48)	NEW▶		1	SHAKE! DICE TGR 1006 SUTRA	FRIKA
(49)	NEW▶		1	ONE LOVE (REMIX) JIVE JD1 9506 ARISTA	◆ WHOODINI
50	34	28	8	UNDERGROUND (REMIX) EMI AMERICA V 19210	◆ DAVID BOWIE

BREAKOUTS

Titles with future chart potential based on club play this week

1. STORMY WEATNER FATS COMET CAPRICORN
2. FEEL IT NOW/RHYTHM METNOD THE FOUNTAINHEAD CHRYSALIS
3. LOVE COMES QUICKLY (REMIX) PET SHOP BOYS EMI AMERICA
4. TNE RAIN (REMIX) ORAN "JUICE" JONES DEF JAM
5. ANOTNERLOVER /GIRLS & BOYS PRINCE & REVOLUTION PAISLEY PARK
6. 100% PURE PAIN (REMIX) O'CHI BROWN MERCURY
7. WORD UP CAMEO ATLANTA ARTISTS
8. RUTNLESS PEOPLE MICK JAGGER EP
9. MARCIA BAILA RITA MITSOUKO SIRE
10. VELCRO FLY (REMIX) ZZ TOP WARNER BROS

12 INCH SINGLES SALES

Compiled from a national sample of retail store sales reports

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE LABEL & NUMBER/DISTRIBUTING LABEL	ARTIST
				★ ★ NO. 1 ★ ★	
(1)	1	2	6	PAPA DON'T PREACN SIRE 0 20492 WARNER BROS — 2 weeks at No. One	◆ MADONNA
2	2	1	9	VENUS LONDON 886 056 1 POLYGRAM	◆ BANANARAMA
(3)	5	6	11	TWO OF NEARTS ATLANTIC 0 86797	◆ STACEY Q
4	3	3	14	RUMORS/VICIOUS RUMORS JAY 001 MACOLA	TIMEX SOCIAL CLUB
5	4	5	9	AIN'T NOTNIN' GOIN' ON BUT TNE RENT POLYDOR 885 116 1 POLYGRAM	◆ GWEN GUTHRIE
(6)	8	—	2	DOWN ANO COUNTING EPIC 49 05926	CLAUDJA BARRY
7	6	7	7	POINT OF NO RETURN (REMIX) ATLANTIC 0 86802	◆ NU SHOOZ
(8)	50	—	2	WHEN I TNINK OF YOU (REMIX) A&M SP 12193	◆ JANET JACKSON
(9)	14	20	6	BORROWED LOVE (REMIX) TABU 4Z9 05920 EPIC	◆ THE S O S BAND
10	9	11	14	I'LL TAKE YOU ON/NUNGRY FOR YOUR LOVE FRESH FRE 5	HANSON & OAVIS
11	7	16	5	LOVE OF A LIFETIME (REMIX) WARNER BROS 0 20487	◆ CHAKA KHAN
(12)	19	—	2	SUMMER OF LOVE (REMIX) WARNER BROS 0-20509	THE B-S2'S
13	11	12	7	MUSIC THAT YOU CAN DANCE TO MCA CURB 23640 MCA	◆ SPARKS
(14)	22	37	3	TNE RAIN (REMIX) DEF JAM 44 05930 COLUMBIA	◆ ORAN "JUICE" JONES
15	13	18	5	MAN SIZE LOVE (REMIX) MCA 23642	◆ KLYMAXX
16	12	8	15	BABY LOVE ATLANTIC 0 86813	◆ REGINA
(17)	21	27	4	SWEET FREEDOM (REMIX) MCA 23641	◆ MICHAEL MCDONALD
18	16	21	6	YOU & ME COTILLION 0 96811 ATLANTIC	SIMPHONIA
(19)	23	33	4	WALK TNIS WAY PROFILE PRO 7112	◆ RUN-D M C
20	17	24	8	PASSION FROM A WOMAN (REMIX) EPIC 49 05390	KRYSTOL
(21)	24	—	2	PARANOIMIA (REMIX) CHINA CHRYSALIS 4V9 43017 CHRYSALIS	◆ THE ART OF NOISE WITH MAX HEADROOM
22	10	4	14	SLEDGENAMMER (REMIX) GEFFEN 0 20456 WARNER BROS	◆ PETER GABRIEL
(23)	37	35	4	I GOT YOU COVERED TREMPER TR 1019	DONNA GARRAFFA
(24)	RE-ENTRY			OVER AND OVER (REMIX) MCA 23636	◆ COLONEL ABRAMS
(25)	NEW▶		1	ANOTNERLOVER . /GIRLS & BOYS PAISLEY PARK 0 20516 WARNER BROS	◆ PRINCE & THE REVOLUTION
26	28	19	12	MAO ABOUT YOU (REMIX) I.R.S. 23629 MCA	◆ BELINDA CARLISLE
(27)	41	—	2	MISSIONARY MAN (REMIX) RCA PD-14409	◆ EURYTHMICS
(28)	NEW▶		1	LOVE IN TNE SNADOWS (REMIX) A&M SP 12187	E G OAILY
(29)	45	—	2	NIGNTMARE OF A BROKEN NEART NEXT PLATEAU NP50045	C BANK
(30)	NEW▶		1	STAY A LITTLE WNILE, CHILO (REMIX) MCA 23635	LOOSE ENDS
31	31	26	8	CAN'T LIVE ATLANTIC 0 86791	SUZY
32	18	30	18	NASTY (REMIX) A&M SP 12196	◆ JANET JACKSON
33	25	15	6	NOW CAN WE BE WRONG JAM PACKED JPI 2003 MUSIC SPECIALISTS	TRINERE
34	26	14	14	ON L'AMOUR (REMIX)/WALK ON DOWN TNE LINE SIRE 0 20480 WARNER BROS	ERASURE
35	30	41	3	ON PEOPLE (REMIX) MCA 23651	PATTI LABELLE
(36)	47	47	3	SOWETO (REMIX) A&M SP 12190	JEFFREY OSBORNE
(37)	38	23	5	PRIVATE NUMBER (REMIX) MCA 23637	◆ THE JETS
(38)	NEW▶		1	GOTTA SEE YOU TONIGNT RCA PW 14405	BARBARA ROY
39	36	34	6	MA FOOM BEY EASY STREET EZS-7525	CULTURAL VIBE
40	42	—	4	SHAKE! DICE TGR 1006	ERIKA
(41)	NEW▶		1	CAN'T GIVE NER UP (REMIX) WARNER BROS 0 20473	SKIPWORTH & TURNER
42	15	9	12	NOBOOY'S BUSINESS FLEETWOOD FW 008	BILLIE
43	20	13	18	JUMP BACK (SET ME FREE) SLEEPING BAG SLX 19	OHAR BRAXTON
44	32	—	3	NO PROMISES (REMIX) CHRYSALIS 4V9 43009	◆ ICEHOUSE
45	39	38	4	JUMP BACK CRIMINAL CRIM 00001	WALLY JUMP JUNIOR & THE CRIMINAL ELEMENT
46	35	36	5	WE DON'T NAVE TO TAKE OUR CLOTNES OFF (REMIX) ARISTA AD1 9423	◆ JERMAINE STEWART
47	43	49	3	LOVE ZONE (REMIX) JIVE JD1 9509 ARISTA	◆ BILLY OCEAN
(48)	NEW▶		1	OIAMONO GIRL TOP HITS TH 106	NICE & WILD
49	34	39	5	TNE NOUSE MUSIC ANTNEM/MOVE YOUR BODY TRAX TX 117	MARSHALL JEFFERSON
(50)	NEW▶		1	WORD UP ATLANTA ARTISTS 884 933 1 POLYGRAM	CAMEO

BREAKOUTS

Titles with future chart potential based on sales reported this week

1. ERIC B IS PRESIOENT/MY MELODY ERIC B FEATURING RAKIM ZAKIA
2. L O V E M I A (REMIX) THE OAZZ BAND GEFFEN
3. NOTNING IN COMMON (REMIX)/REVOLUTION THOMPSON TWINS ARISTA
4. OH YEAN (REMIX) YELLO MERCURY
5. MOVE FARM BOY TTJ INTERNATIONAL
6. MARCIA BAILA RITA MITSOUKO SIRE
7. WNAT YOU MAKE ME FEEL LIZ TORRES UNDERGROUND
8. YEAN, YEAN TNAT'S IT THE VICIOUS RUMORS CLUB MUSICWORKS

◯ Titles with the greatest sales or club play increase this week ● Video clip availability ● Recording Industry Assn. Of America (RIAA) certification for sales of one million units ▲ RIAA certification for sales of two million units Records under Club Play are 12 inch unless otherwise indicated

DISCO & DANCE 12"
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La Bamba—Tiena
Don't Let It Be—Clausell
Leaving You Alone—John Alyn
True (Tell Me)—Kinski Music
Dont Go—Zwei Maenner
Power Of Love—Wayne Johnson
Spin—Various
Your Gonna Suffer—B. Redding
Your Love Is All—Carol Hann
Die Hard Lover—L. Imperial
Make Me Feel—Liz Torres
You're A Beat (Can Rmx)—E Exp
Stormy Weather—Fats Comet
The Night—Shezorin
Landslide—Crosette
When You Hold Me—Farley
Rocking Down—Adonis
Play It Cool—Model 500

Another boy (rmx)—Girls
Rock Dancing—Tom Anderson
Breaking Bells—T La Rock
Kindness For Weakness—The Cul
Samba—Johnny Chingas
Sneakers—Little Seven
Sex Symbol—Man To Man
Jack The Groove—Raze
Get Ready—Robin Stanley
Move Your Body—M. Jefferson
Tequila—Mango

EUROPEAN 12"S

Take—Neil Smith
Playboy—David Lyme
Supernature 86—Cerrone
Doctor For My Heart—G. Miller
What My Heart—Roger Meno
Walk In My Shoe—Hazel Dean

Love Is Just A—Silent Circle
An Illusion (rmx)—Squash Gang
Boom Boom—Paul Lekakis
No Mans Land—Seventh Heaven
I'm Gonna Give—London Boys
Sound Effects—7 Lps—ZYX
Dont Cry—Ken Laszlo
Give Me The Love—Kinky Go

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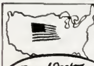

ZYX America
NEWS

..Record Dealers.. ask for free catalogues

ZYX 5516 — SI SI CAPS Do You Really Need Me
ZYX 5517 — TOM HOOKER Only One
ZYX 5519 — D.J.S. PROJECT Birthday Girl
ZYX 5521 — SHIPRA Blinded By The Night
Coming Soon — MIKE MAREEN Love Spy (remix)

ZYX 55.. — GRANT MILLER Doctor For My Heart
ZYX .... — ROGER MENO What My Heart Wanna Say
ZYX 55.. — MAX COVERI One More Time
ZYX 5514 — CLOCK WORK TOYS Do It Anyway You Wanna
MEMIX 046 — J.D. JABER Don't Wake Me Up
MEMIX 045 — KEN LASZLO Don't Cry
MEMIX 8045 — KAZAAN Give me your heart
MEMIX 8046 — G.G. NEAR Living in a room
ZYX 5507 — SABRINA Sexy Girl
ZYX 5505 — CRUISIN GANG Traces of Sand
608 4.. — MOSKVA T.V. The Art Of Fashion
ME 004 lp — Mas Mix (Memory Remixes)
ZYX 80001 — Very Best Of Italo-Disco (CD)

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★ Lee Eckinger, Director of Detroit's AMP record pool and DJ at Backstreet, wrote us: **"My crowded dance floor exploded three times more than ever before when I used [the] keys . . ."**

★ Craig Austin, club DJ in Baton Rouge, Louisiana, told us: **"I got more compliments last Saturday night than I've heard in ten years as a DJ.** I stayed in key practically the whole night, and it wasn't difficult at all."

★ **Both of Denver's record pools are signing up** their members to Harmonic Keys, according to Rod Maulis and Jerry King of Big Apple, and Rubin and Lawana Sims of Dancing Discs.

★ Jeffrey Bloom, veteran DJ in Binghampton and New York's Southern Tier, says simply: **"It's unbelievable what I can do working with the keys."**

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HARMONIC KEYS
DANCE MUSIC SERVICE
Suite 596, 819 Peacock Plaza, Key West, FL 33040

danceTRAX

by Brian Chin

POP: The followup to the biggest indie crossover in years—**Timex Social Club's** "Rumors"—will be a battle of the bands between the vocal group and its former production team. "Thinking About Ya" will be released soon on *Reality/Fantasy.* TSC will from here on in be known as the **Social Club** because of objections from the Timex watch company. Meanwhile, this week **Club Nouveau** (originally known as Jett Sett), formed by **Jay King**, debuts on a King Jay/Tommy Boy 12-inch with "Jealousy," which sports a lot of the rhythmic and some hooks of "Rumors" but has a smoother sound and a fairly obvious, nastier autobiographical spin.

M + M's "Song In My Head" (Current/Canada, soon to be on RCA) revisits bouncy pop-disco with new-wave vocals in a great successor—finally—to 1984's "Black Stations/White Stations", its hint of Latin certainly doesn't hurt . . . **Mancrah's** "Fish For Life" (United Artists/10) is the work of **Roland Orzabal** of the Tears For Fears team and **Ian Stanley**; it's not far off the "Rule The World" groove . . . **Lionel Richie's** "Dancing On The Ceiling" (Motown), in keeping with its pop conservatism, uses no particular mix tricks in its straightforward 12-inch version . . . In the same pop-rock vein, **Kenny Loggins'** "Playing With The Boys" (Columbia) is remixed by **Jellybean Benitez**.

FROM THE STREET LEVEL: **Clausell's** "Don't Let It Be Crack" (Easy Street) is indistinguishable from the better progressive street/electro sounds coming from New York's indies—until you listen to the words, which carry a strong antidrug message. The track avoids preachiness through the strong **Winston Jones/Fred Zarr** rhythm and the intensity of the lead vocal—not far off from, say, **Eddie Levert** on the **O'Jays'** similarly topical "For The Love of Money" . . . **Paul Simpson** mixed . . . **Lihanne's** "It's Scandalous" (25 West) joins the growing line of tough-talking New York electro soul records . . . In the avant funk category, **Arthur Russell's** "Let's Go Swimming" (Logarhythm) fuses electro-beat and the free jazz/funk style of Russell's 1982 production, Dinosaur's "Go Bang!" The longest mix, a spacy one, was done by **Walter Gibbons**, who mixed both "Set It Off"s.

Out of Chicago, **Mink's** "What Does It Take" (Sound Pak) is an unusual funk-band take on the usually electronic house sound, with male vocals . . . **Raze's** "Jack The Groove" (Grove St.) is an interesting New Jersey version of the Chicago beat-box sound, taking most of its cues from "Mystery Of Love" and "Jack Your Body" and getting that homemade sound down . . . **Carlton's** "Excite Me" (Infuture, through 25 West) is lively, uptempo electronic/street music with pretty backup singing, co-produced by **Yvonne Turner**, whose mix credit was on Willie Colon's recent hit.

BRIEFLY: **Real Life's** "Babies" (MCA/Curb) returns to the smooth fashion-wave Euro-pop groove that gave the band a dance hit with "Send Me An Angel" a couple of years back. **Christer Modig** and **Boris Granich** mixed . . . **Ruby Turner**, one of Britain's most highly rated new voices, duets with guitarist **Jonathan Butler** on a mid-tempo, faithful revival of the Staples' "(If You're Ready) Come Go With Me" (Jive), subtly updated with a stronger kick in this Billy Ocean production . . . **Fred Fowler's** remake of "Girl You Need A Change of Mind" (Prism) is more transformed, with a thin but tensile electronic track . . . **Charmaine's** "In The Heat of The Beat" (Nightwave) is good, clean hi-NRG with a smooth lead vocal.

We were won over, reluctantly, by "Girls Ain't Nothing But Trouble" by **DJ Jazzy Jeff** (Word-Up, 215-477-9110), which is almost as slick as Rick and not very nice but with enough humor to slip by (we think), especially with the "I Dream Of Jeannie" theme drop-in. Four mixes are provided, one a non-scratch censored radio version.

NEW REMIXES: **Bananarama's** "Venus" (London) is redone with lots more ups and downs and some good stereo breaks by U.K.'s **Ian Levine**. Another of **Pete Waterman's** bottom-up recastings is provided—a less-hyper version just right for those who found the hit a little obvious. Like the Janet Jackson "Nasty"s, the new mixes will join, not replace, the old at retail . . . **Lou Reed's** "The Original Wrapper" (RCA) is worthwhile, though a bit presumptuous; "Walk On The Wild Side" it's not, but he belongs in the clubs.

NOTES: So it wasn't wishful thinking: New York has a new urban/pop hybrid station in WQHT (formerly WAPP), which now calls itself "Hot 103," home of the hot mix. We know of two other New York stations that would dispute that appellation, but we'll leave it to them to speak louder, with actions and adds. Our fondest hope: that this will create a competitive marketplace as fruitful musically as was the heyday of urban contemporary in this city, 1980-82, triggered by the transformation of then top 40 WXLO to urban in September 1980. Dueling imports, maybe . . .

Pete Wylie's "Sinful," one of the summer's more popular rock imports, on MDM in U.K., has apparently been taken off the block for U.S. licensing. The entirely logical reason: Virgin, distributor for MDM, will keep that strong cut for its own imminent U.S. label launch, reported previously in these pages. There is, by the way, a terrific **Bert Bevans** remix, which replaces the gimmicky percussive original intro with a true bass groove.

NASHVILLE SCENE

(Continued from page 32)

her first major hit, "You Give Good Love," a rendition of "I Am Changing" from Broadway's "Dreamgirls," and the gospel tune "I Believe." An enthusiastic Nashville crowd greeted Houston and also enjoyed a 15-minute fireworks display hosted by the Starwood, celebrating its biggest crowd yet. The show lost its tempo in spots, especially when she appeared at a loss for words and turned to her band members and background singers to have a laugh that the audience didn't understand, a reaction probably due to her lack of stage and concert experience. But her bright and energetic voice and dance steps soon boosted the pace and got the audience back into the show.

Epic singer **Lewis Storey** has completed a successful promotional swing for press, radio, and accounts. He previewed songs from his upcoming debut LP, including his single "Ain't No Telling." Storey performed half-hour acoustic sets in Washington, D.C., Raleigh, N.C., Atlanta, Portland, Ore., Seattle, and Los Angeles. He then traveled to Chicago and other points in the Midwest for radio promotion appearances . . . Watch for new MCA/Curb artist **Lyle Lovett** on The Nashville Network's "New Country" show on Sept. 16 and "Country Clips" on Sept. 20th.

BTO IS BACK

(Continued from page 26)

on the road caught the band off guard, though. Faced with the dilemma of embarking on a major tour with no new product to promote, a live record, "Live! Live! Live!," was rush-released on the MCA-distributed Curb label.

"We had done so much touring ourselves and taped so many shows, we figured we'd use some of that to put out a live record," says Tim Bachman.

Personnel changes within the group have also presented BTO with problems. Or[illegible] C.F. Turner pulled out at the tour's start, and then drummer Gary Peterson broke a leg in a celebrity softball game on the eve of the July 19 Texxas Jam. Consequently, a name change is under consideration and drum technician Billy Chapman has become a permanent fixture in the lineup.

Upon completion of the Van Halen tour, BTO plan[illegible] before return[illegible]

Franchisers Are Going Sour On Conversions

BY CHRIS MORRIS

LOS ANGELES Even though prospects for new franchisees continue to flatten, franchisers no longer view conversions of existing independent stores as a viable route to increased profitability.

Most franchisers polled take a dim view of conversions. Most say they have attempted either a handful of conversions or none at all.

'You don't want a bunch of losers'

Yet some franchisers do see future conversions as a necessary part of a business in which new franchise buys are on the decline.

At Salt Lake City's giant Adventureland International, only about 20 stores of a total of 686 are conversions.

"Conversions are meaningful if they're done in the right manner," says Adventureland vice president of operations Jack Brooks. "Everybody is looked at on a one-for-one basis. But conversions haven't been a major part of our business."

However, Adventureland vice president of corporate communications Bill Critchfield says he anticipates a move toward more conversions.

"Our thrust is now changing to conversions and acquisitions," Critchfield says. "The days of selling 30 or 40 new franchises a month are over."

Bruce Carlson, director of franchising for the 120-store Video Update franchise, based in St Paul, Minn , says his company offers a $9,750 conversion package, half of the $19,500 fee required to start up an original franchise operation

However, Carlson says that at this point his company has not converted a single independent and that Viden Update is not actively seeking conversion business

"I don't see McDonald's trying to convert Joe's Hamburger Stand," Carlson says

"We want to concentrate on new and existing franchises," he says. "It'a no good trying to convert stores at this point. The important thing is to develop a strong foundation and put up the best possible stores We know the numbers are going to come

"In a conversion, you're taking someone who's already developed bad habits," Carlson adds "The only stores we would want are stores grossing over $20,000 a month, and they don't want to convert—they're doing it right If they were failing we'd put up a Video Update store across the street."

John Barry, vice president of franchise sales for Philadelphia-based West Coast Video, says only one of the company's 80 existing locations is a conversion

"I don't envision many conversions," he says. "By this time in 1988, you'll see indies making conversions."

West Coast's conversion policy involves crediting up to $7,500 of a royalty paid to another franchiser to a buy-in.

Barry says independent video stores are highly skeptical of franchise conversion plans

"Indies say, 'What can you do for me I can't do for myself, nther than buy product cooperatively,' " Barry says.

Converting stores with the wrong location could ultimately damage the franchise as a whole, Barry says.

"There are a lot of weak sisters out there who would hurt our image," he says.

Robert Moffett, president of Los Angeles-based Video Biz, says his chain of 232 locations, acquired this month by Adventureland, has not attempted a conversion yet.

Moffett says he favors conversions "only if you can get decent stores. You don't want a bunch of losers.

"You have to weigh each factor individually—how good is the territory and the store you're granting the conversinn to. You may lose a territory you could put a new franchise in if you grant an exclusive to a conversion."

"We haven't been pushing [conversions]," says Don Rogers of Video Paradise, a 60-store franchise chain based in Westborough, Mass.

Although Rogers offers a $5,000 conversion package—one-third of his original franchise start-up fee of $15,000—he hasn't converted a single store in the chain.

"Conversions are nice," Rogers says. "We already know what kind of husincssman you are, and you know what shortcomings you have."

But, he adds, "We can't go in to aomebody that's doing well. If you're up and running and you're doing everything right, why buy a franchise?"

VSDA Chapter Directory

Following is a comprehensive list of local VSDA chapters with their officers and boards of directors. Full addresses are given for chapter contacts. Some chapters are just organizing and were unable to provide complete information Term of office, where available, appears in parentheses. Meeting schedule and site are also listed, where available

ALABAMA (Mobile)
Jim Dowdy, Video Village Inc., 326 S. University Blvd , Mobile 36609, 205-344-2424
Officers/Directors: Dowdy, president (3), Oliver Delchamps, Gulf Cnast Vuleo, Mohile, vice president (2); Robin Hubbard, Movie Junction, Sapaland, secretary-treasurer (1); Ed Chamblee, Star Video, Mobile (3); Glen Fairley, Southern Viden, Mobile (2), Eric Smith, Major Video Concepts, Birmingham (1), Deidra Patt, Ingram Video, Nashville (1); Sol Kretzer, Kretzer's, Mobile (2); Bob Smith, Colorshop, Mobile (2).
Attorney: Steve Terry; Feibelman, Silver, Terry; Mobile.
Mobile Ramada Inn, himonthly, odd month, Wednesday

ARIZONA (Phoenix)
Art Lauer, Arizona Video Cassette/Starlight Video/General Video of Arizona, 3128 W Thomas, #202, Phoenix 85017, 602-272-7956
Officers/Directors: Dick Leopold, Tele-Vid, president; Debbie McNeil, Video Preview, vice president; Jeannie Smith, Video Viewing, secretary; Sam Bailey, Arizona Home Video, treasurer; Dave Gibson, Arizona Home Video; Ron Ridell, House Of Movies, Bob Brown, Video Plus #6, Dick Handley, Video Tyme, Lauer

CALIFORNIA (Inland Empire)
Joan Weisenberger, In Home Video, 3271 Arlington, Riverside 92506, 714-788-2231
Officers/Directors: Weisenberger, president (1), Warren Lucio, Yorba Ranch Video, vice president (3), Debbie Newman, Video World, Riverside, secretary (1), Phyllis Toddins, Tiger Video, San Bernardino, treasurer (2), Steve Douglad, Valley Video, Fontana (3); Dick Ceccarelli, House Of TV, Riverside (2), Owen Fickie, Lightning Video, Los Angeles (2); Don Brown, Video Spectrum, Perris (3); Dave Wright, Video Club, Moreno Valley (2)
Attorney: Robert Streifer, Riverside
Quality Inn, Riverside, himonthly, odd month, Wednesday

CALIFORNIA (Los Angeles)
Jeff Leyton; L&L Video/First Video Exchange; 17503 S. Figueroa, Gardena 90248; 213-516-6422

(Continued on next page)

FOR WEEK ENDING AUGUST 30, 1986

Billboard.

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TOP KID VIDEO™ SALES

Compiled from a national sample of retail store sales reports

THIS WEEK	LAST WEEK	WKS ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Year of Release	Price
			★ ★ NO. 1 ★ ★			
1	1	11	ALICE IN WONDERLAND ▲ ◆	Walt Disney Home Video 36	1951	29 95
2	2	48	PINOCCHIO ◆	Walt Disney Home Video 239	1940	29 95
3	to	48	DUMBO ▲ ●	Walt Disney Home Video 24	1941	29 95
4	4	6	POUND PUPPIES	Family Home Entertainment F1193	1985	14 95
5	5	11	WINNIE THE POOH AND TIGGER TOO	Walt Disney Home Video 64	1974	14 95
6	9	43	ROBIN HOOD ◆	Walt Disney Home Video 228	1973	29 95
7	3	10	MICKEY KNOWS BEST	Walt Disney Home Video 442	1986	14 95
8	7	11	WINNIE THE POOH AND THE BLUSTERY DAY	Walt Disney Home Video 63	1968	14 95
9	8	10	WINNIE THE POOH AND THE HONEY TREE	Walt Disney Home Video 49	1965	14 95
10	6	11	THE IMPORTANCE OF BEING OONALD	Walt Disney Home Video 443	1986	14 95
11	12	20	THE SWORD IN THE STONE	Walt Disney Home Video 229	1963	79 98
12	11	39	PETE'S DRAGON ▲ ◆	Walt Disney Home Video 10	1977	29 95
13	14	25	HUGGA BUNCH	Children s Video Library Vestron 1513	1985	29 95
14	15	23	VELVETEEN RABBIT	Family Home Entertainment F1173	1985	14 95
15	13	48	THE CARE BEARS MOVIE ▲ ◆	Samuel Goldwyn Vestron 5082	1985	24 95
16	16	12	MY LITTLE PONY: ESCAPE FROM CATRINA	Children's Video Library Vestron 1403	1986	19 95
17	RE-ENTRY		BUGS BUNNY AND ELMER FUDD CARTOON FESTIVAL	United Artists Television Inc MGM/UA Home Video 200701	1986	19 95
18	22	20	SESAME STREET PRESENTS FOLLOW THAT BIRD ●	Warner Bros Inc Warner Home Video 11522	1985	79 95
19	18	44	BUGS BUNNY'S WACKY ADVENTURES ●	Warner Bros inc Warner Home Video 11504	1985	19 98
20	21	20	RAINBOW BRITE AND THE STAR STEALER	Warner Bros Inc Warner Home Video 11531	1985	79 95
21	19	6	LEARNING ABOUT LETTERS	Children's Television Workshop Random House Home Video 88319 57	1986	No listing
22	25	6	PLAY ALONG GAMES & SONGS	Children's Television Workshop Random House Home Video 88311-x1	1986	No listing
23	20	6	BEDTIME STORIES & SONGS	Children s Television Workshop Random House Home Video 88309-8x	1986	No listing
24	24	5	GETTING READY TO READ	Children's Television Workshop Random House Home Video 88317-90	1986	No listing
25	17	5	HOLO THE LION, PLEASE	United Artists Television, Inc MGM UA Home Video 200696	1986	14 95

● Recording Industry Assn of America gold certification for theatrical films, sales of 75,000 units or suggested list price income of $3 million (30,000 or $1 2 million for non theatrical made for home video product 25,000 or $1 million for music video product) ▲ RIAA platinum certification for theatrical films, sales of 150,000 units or suggested list price income of $6 million (60 000 or $2 4 million for non theatrical made for home video product 50 000 units or a value of $2 million for music video product) Titles certified prior to Oct 1 1985 were certified under different criteria) ◆ International Tape Disc Assn certification for a minimum sale of 75 000 units or a dollar volume of $3 million at retail for theatrically released programs, or of at least 25,000 units or $1 million at suggested retail for non theatrical titles SF short form LF long form C concert D documentary

VSDA CHAPTER LIST

(Continued from preceding page)

Officers/Directors: Leyton, president (2); Carol Vogel, First Video Exchange, vice president (3); Fina Damian, Video Station, Culver City, secretary, Jim Salzer, Salzer's Video, Ventura, treasurer; Jim Lahm, J. Lahm & Associates, Orange; Bear Racoff, Sound Video Unlimited, Sun Valley; Hal Eisenberg, Key Pharmacy, Simi Valley.
Sheraton Universal, bimonthly, odd month, last Tuesday.

CALIFORNIA (Northern)
Ken Dorrance, Video Station, 1929 Broadway, Alameda 94501; 415-523-5200.
Officers/Directors: Dorrance, president (2); Peter Blake, Video Corner, Freemont, vice president (2); Mick Chizik, Captain Video, San Rafael, secretary (1); Barbara Zimmerman, Virginia Hills Video, Virginia Hills, treasurer (3); Cheryl Wohlgmeth, Video Plus, San Jose (2); Jerry Perry, Video Experience, San Leandro (1); Bill Hall, Video Shack, Pleasanton (2); Vince Tuzzi, Independent Video, Sacramento (1); Jamie Draywick, Video Products, Sacramento (1).
Attorney: Dennis DiRicco, San Mateo.
Holiday Inn, Oakland, bimonthly, even month.

CALIFORNIA (Sacramento)
Daniel Briggs, Sacramento Video Inc., 4673 Mack Road, Sacramento 95823; 916-395-1001.
Officers/Directors: Briggs, president; Linda Forsythe, Instant Video, Sacramento, vice president; Linda Ratotte, Commtron, secretary; Les Pacheco, Video Crossroad, Placerville, treasurer; John Simmons, Penn Valley Video, Penn Valley; Dennis Brajkovich, V.P.D., Sacramento; Mark Haney, Placer TVI, Roseville; Bernie Pawitch, Sierra Amusement, Sacramento. Interim board.
Attorney: James Kaufman, Sacramento.
Beverly Garland, Sacramento, bimonthly, odd month, Thursday.

CALIFORNIA (San Diego)
Henry Blackwood, Family Video, 1425 N. 2nd, El Cajon 92021; 619-447-8555.
Officers/Directors: Blackwood, president (2); Nancy Lent, The Video Shop, vice president (1); Mike McIntire, Movieland Video, secretary (2); Karen Polk, Video All Stars, treasurer (3); Doug Clark, Video Box Office (3); Gilbert Brown, Val U Video (3); Steve Cohen, Video Galleria (2); Guy Hanford, Kensington Video (1); Howard Bregstein, Video Cafe (1).

CALIFORNIA (Southern)
Christine E. Neely, Video Show, 546 N. State College, Fullerton 92631; 714-871-0711.
Officers/Directors: Neely, president (2); Mike Mann, Prime Time Video, Anaheim, vice president (1); Albert Diedrich, Video Station, Anaheim, secretary (1); Mickey Roth, Metro Video Dist., San Diego, treasurer (2); Sheldon Feldman, Picture Show, Huntington Beach (3); Larry Thomas, WEA, Los Angeles (3); Carol Pough, Video Cassettes Unlimited, Santa Ana (2); Dave Nay,

(Continued on next page)

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VSDA CHAPTER LIST

(Continued from preceding page)

Carmen Video, Camarillo (1)
Attorney. Stephen Colby, Newport Beach
Griswold's, Fullerton, bimonthly, Tuesday.

COLORADO (Rocky Mountain)
Kelly Grover, Allstar Video, 4477 N Broadway, Boulder 80302, 303-442-3996
Officers/Directors: Grover, president; Pat Gooch, The Movie Merchant, Wheat Ridge, treasurer; Don Wickman, 1st Movie Exchange Denver, Jerry Dobbs, Video Out Takes, Aurora; Paul Berman, Commton, Denver, Jan Gifford, Video Country, Denver; Richie Bakove, Sound Video Unlimited, Denver, Roberta Schudel, Family Video, Colorado Springs
Attorney: Mike Beutz, Denver

CONNECTICUT
Frank Partridge, Playtime Video, 395 W Main St., Avon 06001, 203-678-7735. Chapter mailings: 12 Westbrook Road, Centerbrook, Conn 06409
Officers/Directors: Partridge, president (2), Roger F Gould, Jr., Valley Shore Video, Centerbrook, vice president (3); Martin L. Heft, Valley Shore Video, secretary (1); Carrie Summers, treasurer, David Amster, Video Studio, Wethersfield (2); Ron Davis, Video Box Office, Milford (3); Ron Maslowski, Take 1 Video, Meriden (1); Albert Price, Artec Inc., Shelborne (1); George Saver, Movie Time, Hamden (1); Bob Vanderwiede, Video Library, Guilford (2); Joel Jacobson, Cinema Concepts, Newington (3)
Attorney. Ken McDonald.
Treadway Inn, Cromwell.

DELAWARE (see Pennsylvania)

DISTRICT OF COLUMBIA (National Capital).
Tom Ray, MSV Dist., 40 S Caroline St., Baltimore, Md. 21231; 310-675-1400
Officers/Directors: Ray, president; Steve Gaffigan, Video Village, Rockville, Md., vice president, Jake Lamb, The Video Place, Herndon, Va., secretary, Joe Salta, Home Video Show, Lothian, Md., treasurer, Tom Mohica, Home Video Service, Pasadena, Md; Barry Cohen, Theme Videophiles, Baltimore, Don Larkins, Don's Video Movies, Pasadena, Md., Greg Warrick, VIP Video, Falls Church, Va.; Mark Pernia, SBI Video, Lanham, Md.
Attorney Janet Freeze, Baltimore.
Bimonthly, odd month, second Tuesday, various sites.

FLORIDA (Sun Coast)
Mary Chase, Indian Rocks Video, 12782 Indian Rocks Road, Largo 33540; 813-525-4224. All terms, one year
Officers/Directors: Chase, president; Wayne Melton, Today's Video, Tampa, vice president; Stuart Kidney, University Video, Tampa, secretary-treasurer, Art Ross, Tampa Video Station, Tampa; Bod Skidmore, Video Corner/Media Concepts, St Petersburg, Don Ford, Video Library, Branden; Ralph Diemer, Video Shop, Springfield; Tim Wylie, Video Trend, Tampa.
Attorney: Ben Morris; Morris,

(Continued on next page)

VSDA CHAPTER DIRECTORY

(Continued from preceding page)

McMichael & Wilcox; Tampa
St. Petersburg Clearwater Holiday Inn, monthly except August and December, second Wednesday.

FLORIDA (South)
Gayle Giacobbe, Movieland Video Centers, 7260 W. Oakland Park Blvd., Lauderhill 33313; 305-748-1904.
Officers/Directors: Giacobbe, president (1); Howard Weintraub, Video Tape Town, Lauderhill, vice president (1); Karen Klenetsky, Silver Screen, Miami, secretary (1); Lee Sachs, All Star Video, Miami; Brian McBride, Sound Video Unlimited, Hollywood; Louise Tyler, Movieland Video, Miami; Chuck Feldman, Sides Video, Sunrise; Ned Berndt, Q-Records & Tapes, Miami; Jerry Johnson, Commtron Corp., Miami.
Attorney: Elliot Snyder, Miami
Bimonthly, various sites

GEORGIA (Atlanta)
J.C. Capiniss, Video 2010, 5477 Riverdale, College Park 30349; 404-996-7103.
Officers/Directors: Karen Yokel, Video Warehouse, Atlanta (3); Barbara Meyers, Shows To Go, Atlanta (3); Steve Rosenberg, Premiere Video, Marietta (2); Paul Love, Movie Store, Norcross (2); Bill Patterson, Columbus Tape & Video, Columbus (2); Harvey Rubin, Commtron (1); Ginger McCall, Home Entertainment (1); Ivan Shulman, Southern Electronics Dist. (1).

ILLINOIS (Chicago)
Robert Murray, Video Dimensions, 2636 E. Dempster, Des Plaines 60016; 312-297-6007.
Officers/Directors: Murray, president (2); Harriet Green, MS Video, Chicago, vice president (2); Stefaan Jaanssen, Alternative Video, Chicago, secretary (1); Mitch Roston, Roscor, Chicago, treasurer (3); Maurice Hofman, Video Outlet, Rockford (1); Brad Burnside, Video Adventures, Evanston (2); Elaine Zizas, Videotrack, Tinley Park (1); Darlene Linton, Active Home Video, Chicago (3); Paula Lawrence, General Video Midwest, Chicago (3).
Attorney: Dennis G. Knipp, Chicago.
Bimonthly, odd month, Wednesday, various sites.

MASSACHUSETTS (Boston)
Chuck McCauley, Video Ventures Inc., 204 Whiting St., Hingham 02043; 617-749-2822
Officers/Directors: McCauley, president (3); Dick Tedechi, Prime Time Video Inc., Hanover, vice president (3); Rick Russo, G.G. Communications, secretary (3); Maryanne Athanas, Artec Inc., Sherbourn, Vt., treasurer (2); Frank Lucca, Video Connection Univ., Dartmouth (2); Robert Hamlian, Home Entertainment Showplace, Brockton (3); Paul Brusseau, VTR Tape Warehouse, Canton (1); Ray Gagnon, Walt Disney Home Video Northeast, Boston (1).
Attorney: Malloy & Sullivan, Hingham.
Sheraton Townhouse, Braintree, bimonthly, odd month.

MICHIGAN (Detroit)
Gary Vanderwill, Discount Video, 27453 Schoolcraft Road, Livonia 48150, 313-427-5400.
Officers/Directors: Vanderwill, president (3), Gerry Dervish, Troy Video, Troy, vice president (3), Marleen Oleksiak, Video Station, Sterling Heights, secretary (2); Jim Bevuk, Video Vistas, Livonia, treasurer (2); Dennis Bowdoin, Movieland, South Lyons (2), Nancy Hill, Stage & Screen Video, Ann Arbor (1), Ken Husteter, Western Michigan Video, Wyoming (3); Barb Koon, Showtime Video, Pontiac (3), Jay Shah, Video Showcase Inc., Pontiac (3).
Attorney: Barry Lipson, Troy.
Bimonthly, odd month

MINNESOTA
Robert Bigelow, Bigelow Video, 4461 Winnetka Ave., Minneapolis 55427, 612-535-7277.
Officers/Directors: Bigelow, president (1); Jay Kaeder, Video King, St. Paul, vice president (2); Sharon House, Video Crossings, Lakeville, secretary (1); Donna Colberg, Video Vault, Chisago, treasurer (2); Carmen Kerr, Valley Video, Burnsville (3), David Ballstadt, Adventures In Video, Fridley (1); Darrell Hargreaves, Video Central, Plymouth (3); Don Hanson, Video Magic, Minot, N.D. (1).
Attorney: William Kronschnabel; Kampmeyer & O'Connor; St. Paul
Minneapolis Hilton, bimonthly, odd month

MISSOURI (Kansas City)
Barbara Borders, Continental Video Center, 10440 Metcalf Ave., Overland Park, Kan. 66212; 913-341-2121.
Officers/Directors: Borders, president (3); Don Cahail, Video Exchange, Kansas City, Mo., vice president (3); John Fetto, Home Entertainment Distribution, Kansas City, Mo., secretary (3); Richard Rostenberg, Hollywood At Home, Overland Park, Kan., treasurer (3); Kevin Vogler, S&S Dist., Kansas City, Mo. (2); Sheila Soptick, Paragon Video, Kansas City, Mo (2); , Kelly Fross, Commtron, Kansas City, Mo. (1); Jim Elmore, Continental Video Center (1).
Attorney: Gregory Vleisides; Turner, Boisseau; Kansas City, Mo.
Bimonthly, odd month

MISSOURI (St. Louis)
Joseph Gasparich, B.A.C. Video, 100 S. Charles St., Belleville, Ill. 62221, 618-233-5210.
Officers/Directors: Gasparich, president; Ken Tipton, Video Library, St. Charles, Mo., vice president, Jodell Larkin, Video Library, St. Charles, secretary; Verna McMullen, Mr. T's Video, St. Louis, treasurer; Kenneth Bolden, Bolden Video, St. Louis; Jack Krebs, Video Center, Fenton; Peggy Collins, Alexis Video Distribution, St. Louis; Dan Thompson, Sight & Sound Distribution, St. Louis, Kevin Toal, Movies Unlimited, St. Louis
Attorney: Reginald Bodeux, Chalete De Pere, St. Louis
Bimonthly, odd month.

NEW JERSEY (Northern)
Don Goldberg, Video Library Inc., 255 S. Livingston Ave., Livingston 07039; 201-992-8653.
Officers/Directors: Ken Shiffrin, Metro Video, New York City; Jeff Deutsh, Star Video, Jersey City;

(Continued on page 48)

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TOP VIDEOCASSETTES™ RENTALS

Compiled from a national sample of retail store rental reports

THIS WEEK	LAST WEEK	WKS ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating
			★ ★ NO. 1 ★ ★				
1	1	6	THE JEWEL OF THE NILE ▲	CBS Fox Video 1491	Michael Douglas Kathleen Turner	1985	PG
2	2	12	BACK TO THE FUTURE ▲ ◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG
3	3	4	SPIES LIKE US	Warner Bros. Inc. Warner Home Video 11533	Dan Aykroyd Chevy Chase	1985	PG
4	5	3	MURPHY'S ROMANCE	RCA/Columbia Pictures Home Video 6 20649	Sally Field James Garner	1985	PG-13
5	4	6	WHITE NIGHTS ▲	RCA/Columbia Pictures Home Video 6 20611	Mikhail Baryshnikov Gregory Hines	1985	PG-13
6	6	10	JAGGED EDGE ▲	RCA/Columbia Pictures Home Video 6 20591	Glenn Close Jeff Bridges	1985	R
7	8	3	DELTA FORCE	Cannon Films Inc. Media Home Entertainment MS41	Chuck Norris Lee Marvin	1985	R
8	7	7	A NIGHTMARE ON ELM STREET 2 FREDDY'S REVENGE ▲	Media Home Entertainment M838	Robert Englund Mark Patton	1985	R
9	13	2	ENEMY MINE	CBS Fox Video 1492	Dennis Quaid Louis Gossett Jr.	1985	PG-13
10	9	16	COCOON ▲	CBS-Fox Video 1476	Steve Guttenberg Don Ameche	1985	PG-13
11	17	3	HOUSE	New World Pictures New World Video 8525	William Katt George Wendt	1986	R
12	18	3	THE HITCHER	HBO/Cannon Video TVA3756	Rutger Hauer C. Thomas Howell	1985	R
13	10	2	IRON EAGLE	CBS Fox Video 6160	Louis Gossett Jr. Jason Gedrick	1986	PG-13
14	11	18	WITNESS	Paramount Pictures Paramount Home Video 1736	Harrison Ford Kelly McGillis	1985	R
15	14	6	BEST OF TIMES	Embassy Pictures Embassy Home Entertainment 1307	Robin Williams Kurt Russell	1985	PG-13
16	12	12	ROCKY IV ▲	CBS Fox Video 4735	Sylvester Stallone	1985	PG
17	15	4	BRAZIL	Embassy International Pictures MCA Dist. Corp. 80171	Jonathan Pryce Robert De Niro	1985	R
18	16	14	TO LIVE AND DIE IN L.A. ▲	SLM Inc. Vestron 5123	William L. Petersen Willem DaFoe	1985	R
19	NEW ▶		YOUNGBLOOD	MGM/UA Home Video 800966	Rob Lowe Patrick Swayze	1985	R
20	19	10	REMO WILLIAMS: THE ADVENTURE BEGINS	HBO/Cannon Video TVA3676	Fred Ward Joel Grey	1985	PG-13
21	21	11	BLACK MOON RISING ▲	New World Pictures New World Video 8503	Tommy Lee Jones	1985	R
22	20	15	AGNES OF GOD ▲	RCA/Columbia Pictures Home Video 6 20563	Jane Fonda Anne Bancroft	1985	PG-13
23	22	13	ALIEN ▲ ◆	CBS-Fox Video 1090	Sigourney Weaver Tom Skerritt	1979	R
24	25	9	KING SOLOMON'S MINES	Cannon Films Inc. MGM/UA Home Video 800876	Richard Chamberlain	1985	PG-13
25	27	19	KISS OF THE SPIDER WOMAN	Island Alive Releasing Charter Entertainment 90001	William Hurt Raul Julia	1985	R
26	34	13	DEATH WISH 3	Cannon Films Inc. MGM/UA Home Video 800821	Charles Bronson	1985	R
27	28	20	COMMANDO ▲	CBS-Fox Video 1484	A. Schwarzenegger Rae Dawn Chong	1985	R
28	23	7	THAT WAS THEN . . . THIS IS NOW	Paramount Pictures Paramount Home Video 1954	Emilio Estevez Craig Sheffer	1985	R
29	33	31	PRIZZI'S HONOR ▲ ◆	ABC Motion Pictures Vestron 5106	Jack Nicholson Kathleen Turner	1985	R
30	31	42	BEVERLY HILLS COP	Paramount Pictures Paramount Home Video 1134	Eddie Murphy	1985	R
31	35	25	RETURN OF THE JEDI ▲	CBS Fox Video 1478	Mark Hamill Harrison Ford	1983	PG
32	NEW ▶		PRAY FOR DEATH	U.S.A. Home Video 935	Sho Kosugi	1985	R
33	29	3	MARIE	MGM/UA Home Video 800926	Sissy Spacek Jeff Daniels	1985	PG-13
34	24	5	RETURN OF THE LIVING DEAD	HBO/Cannon Video TVA3395	Clu Gulager James Karen	1985	R
35	26	11	TWICE IN A LIFETIME ●	Bud Yorkin Productions Vestron 5119	Gene Hackman Ellen Burstyn	1985	R
36	RE ENTRY		THE KARATE KID ▲ ◆	RCA/Columbia Pictures Home Video 6 20406	Ralph Macchio Pat Morita	1984	PG
37	36	17	SWEET DREAMS ▲	HBO/Cannon Video TVA3666	Jessica Lange Ed Harris	1985	PG-13
38	32	29	RAMBO: FIRST BLOOD PART II ▲	HBO/Cannon Video TVA3002	Sylvester Stallone	1985	R
39	39	17	INVASION U.S.A. ▲ ◆	Cannon Films Inc. MGM/UA Home Video 800764	Chuck Norris	1985	R
40	38	11	POWER	Lorimar Motion Pictures Karl Lorimar Home Video 401	Richard Gere Julie Christie	1985	R

● Recording Industry Assn. of America gold certification for theatrical films: sales of 75,000 units or suggested list price [illegible] million for non-theatrical made for home video product, 25,000 or $1 million for music video product). ▲ RIAA platinum [illegible] 150,000 units or suggested list price income of $6 million (60,000 or $2.4 million for non theatrical made for home [illegible] $2 million for music video product). Titles certified prior to Oct. 1, 1985 were certified under [illegible] a minimum sale of 75,000 units or a dollar volume of $3 million at retail for theatrically [illegible] suggested retail for non theatrical titles. SF short form. LF long form. [illegible]

ANNOUNCING THE N

EWEST VIDEO TITLE.

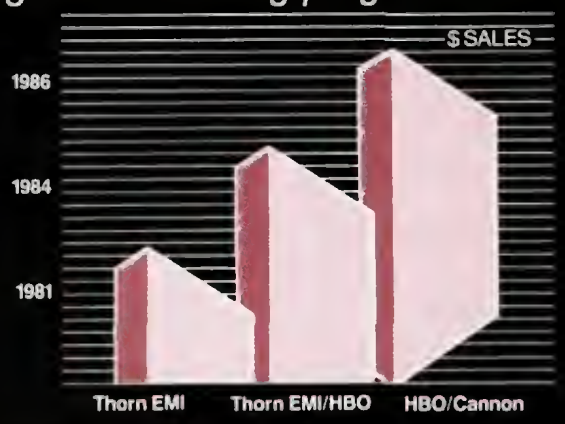
HBO and Cannon are proud to announce the formation of HBO/Cannon Video. This exciting move unites two well-established giants of the entertainment industry.

HBO—the leader in home entertainment with a history of producing outstanding films and innovative programming.

And Cannon—the most prolific studio in Hollywood, producing blockbuster movies perfect for today's video audience.

HBO/Cannon Video has evolved over the years into one of the most rapidly growing and successful companies in the home video industry. The company is now positioned for leadership with a growing broad product line of video titles, backed by aggressive integrated marketing programs such as the recently launched "Play for Keeps" Video Promotion.

HBO/Cannon Video. On the leading edge of video marketing. And growing steadily into the nation's most competitive, highest quality home entertainment group.



TWO GIANTS IN ENTERTAINMENT ARE NOW ONE IN HOME VIDEO.

HBO CANNON VIDEO

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Video Plus

BY EDWARD MORRIS

A biweekly column spotlighting new video products and accessories. Vendors introducing such products may send information and promotional material to Edward Morris, Billboard, P.O. Box 24970, Nashville, Tenn. 37202

MAXELL (201-641-8600) has launched a fall and winter promotion to encourage consumers to buy higher-grade blank videotapes. The Buy Four, Get One Free & Better program offers any buyer of four Maxell tapes a free tape of the next higher grade by mail.

The company will support the Aug. 15-Jan. 31 promotion with counter cards, tear sheets, ad slicks, and a "substantial" advertising campaign directed at consumer and industry publications.

Maxell is making available to retailers two videotape guides: The 48-page "Maxell Video Tape Handbook" and the leaflet "Videocassette Selector."

The handbook explains how videocassettes capture audio and video images; shows the differences among Beta, Beta Hi-Fi, VHS, and VHS Hi-Fi systems; describes the qualities to look for in tapes; offers tips for better video recording, and illustrates Maxell's line of tapes.

The leaflet describes the features and recommended uses of Maxell's four videocassette categories. Both guides are free from Maxell's Video Products Division, 60 Oxford Drive, Moonachie, N.J. 07074.

Weighing in at less than 4½ pounds, the AVO46 Video Power Pack from RCA Special Products Division Photo offers up to 4½ ampere hours for portable VCRs, camcorders, camera lights, and other electronics equipment

ANOTHER FREE publication is available from **Video Aid Corp.** (800-942-3303 in New York state, 800-431-5843 in the rest of the U.S.), a marketer of extended service programs to appliance and consumer electronics retailers. "The Plus Profits Newsletter," a monthly journal, is now circulated to more than 2,500

(Continued on page 55)

VSDA CHAPTER DIRECTORY

(Continued from page 45)

Linda Sheridan, Play It Again, East Brunswick; Michael Solomon, Camera Video Exchange, Freehold, Jeff Maze, Video Video, Aberdeen, Sal DiBetta, Long Valley Video, Long Valley, Keith Robbins, Videoland, Parsipanny, Alan Gitlin, Camera Video House, Sayre Woods
Attorney: Richard S. Goldman, Goldman, Epstein, Trenton

NEW YORK (Metropolitan)
Steve Savage, New Video, 276 Third Ave. 10010, 212-473-6000.
Officers/Directors: Savage, president; Michael Becker, Video Room, vice president, Dee Rae, WEA Video, secretary, Michael Duon, Video 83, treasurer, Eric Wexler, Future Video; Jack Morris, Rare Bird Video; Richard Lorber, Fox-Lorber; John O'Donnell, Sony Home Software; Wayne Mogul, Star Video, Jersey City, N.J.
Attorney: David Ferger, Ferber, Greilsheimer & Chan, New York City.
Holiday Inn, LaGuardia Airport, quarterly

NORTH CAROLINA
Butch Lucas, Video Station, 1949 S. Horner Blvd., Sanford 27330; 919-774-4542.
Officers/Directors: Lucas, president (1), Alan Kluttz, Movie Time, Inc., Winston-Salem, secretary (3); Marty Hackney, Sunshine Video Inc., Greenville (3); Randolph Thomas, Video City, Jacksonville, treasurer (3), Jay Allen, Jim Allen Inc., Greensboro (1); Gary Messenger, North American Video, Durham (1); David Rand, VTR Distribution, Charlotte (2); Scott Derringer, Video Stereo/Movies & More, Roanoke Rapids (2), Marty Parsons, Discount Video, Rocky Mount (2).
Attorney: Dan Flebotte, Durham.
Every other odd month, various sites.

OHIO (Cincinnati/Ohio Valley)
Lou Epstein, Video Showplace Inc., 10776 Montgomery Road, Cincinnati 45242; 513-489-2208
Officers/Directors: Epstein, president (2); George Stewart, Video Village, Cincinnati, vice president (2), Tom Adams, Home Video Library, Cincinnati, secretary (2); Debbie Case, Home Cinema, Cincinnati, treasurer (1); Randy Meek, Wax Works, Owensboro (1), Lee Hackman, Video Store, Cincinnati (2); Bob Emerson, Video Barn, Cincinnati (1); Paul Pierce, Max's Video, Centerville (1).
Attorney: Louis Sirkin, Cincinnati.
Various cities.

OREGON (Portland/S.W. Washington)
Leo Jerman, Video Circuit, 11507 S.W. Pacific Highway, Portland 97223; 503-246-8852
Officers/Directors: Jerman, president (1); Jim Ludwick, First Video Shop, Portland, vice president (1); Bill Wright, Captain Video, Lake Oswego, secretary (1); Tom Keenan, Everybody's Records, Portland, treasurer (1); Aody Lasky, Lasky's Video Library, Portland (2); Larry Eisenberg, Video Crossroads, Portland (2); Ed Humberg, Tom Peterson's, Portland (3); Bruce Franzen, Command Performance, Beaverton (3); Jim Rogers, Video Plus, Vancouver, Wash. (2)
Attorney: Richard K. Hattenhouer, Portland.
Nyberg Inn, bimonthly, odd month.

PENNSYLVANIA (Delaware Valley)
Lee Griggs, Omni Video, 728 S. Broad, Lansdale 19446, 215-368-1251.
Officers/Directors: Griggs, president (2), Shelly Slott, The Movie Co., Wayne, vice president (3), Tom Daley, The Movie People, Philadelphia, secretary (1); Howard Rush, Video Magic, Wynwood, treasurer (3); Robert Klein, American Home Theatre, Morrisville (3); Barry Dershaw, Movie World I, Philadelphia (1), Douglas Kirschner, Video Insider, Philadelphia (1); Gus Marchetti, Video Time, Philadelphia (1), Larry Rosenblum, Home Viewer Publications, Philadelphia (2).
Attorney: Arthur Mann, Philadelphia
City Line Marriott, bimonthly except July-August.

PENNSYLVANIA (Pittsburgh)
Mike Freeman, Entertainment Tonight, 6091 McFarland Road, Pittsburgh 15216; 412-561-3090.
Officers/Directors: Freeman, president (1); Lynell Scaff, Feature Presentation, vice president (1); Jan Cunningham, Network Video, secretary (1), Jeff Karstadt, Total Video, treasurer (1), David Binus, My Video (1); Russ Homer, Instant Replay (1); Jack Haines, Viewers Choice (1).
Pittsburgh Marriott, bimonthly, even month.

TENNESSEE (Nashville)
Elvin Woodroof, The Video Trader, 4404-A Lebanon Road, Hermitage 37076; 615-889-3104.

TENNESSEE (Memphis)
Michael Goode, Video Etc., 3677 S. Mendenhall, Memphis 38117; 901-362-2500.

TEXAS (Dallas)
Evelyn Weldon-Thomson, Movieland, 902 W. Hwy 303, Suite 102; Grand Prairie 75051; 214-641-1151.
Officers/Directors: Weldon-Thomson, president (2); Marjorie Larson, Video To Go, Denton (2); Ralph Carabetta, Spectradyn, Richardson (1); Gary Washington, Movie House, Durant, Okla. (2); Alan Stalarow, Video Collection, Richardson (1); Gary Knodle, Video Exclusive, Duncanville (3); Robert Hedlund, Movie Corp., Arlington (2); Ron Norman, The Entertainer, Fort Worth (1); Jack Lanman, Take It Home, Fort Worth (3).
Attorney: Leeona Stone, Dallas.
Bimonthly, odd month

TEXAS (Houston)
Lou Berg, Audio Video Plus, 1336 West Clay, Houston 77019; 713-526-9065. All terms one year.
Officers/Directors: Berg, president; John Fudge, Latest & Greatest, Cypress, vice president; Janet Chesser, Movieland, Tomball, secretary; John Dinwoodie, Video Specialties, Houston, treasurer; Al Zarzana, Garden Oaks Video, Houston; Janie Hagest, Age Of Video, Kingwood; David Turner, Video City, Houston; Kay Blankenship, The Box Office, Wharton.
Attorney: Jan Banker, Houston
Bimonthly, odd month.

VIRGINIA (Virginia Beach)
Cindy Mackey, Videorama, 368 Newton Road, Virginia Beach 23462; 804-497-5212.

WASHINGTON
Ed Empey, Lake Stevens Video West, 612 91st Ave. N.E., Everett 98205; 206-334-0035.
Officers/Directors: Empey, president (2); Jim Louer, Premier Video, Issaguah, vice president (3); John Smistad, Marysville Video West, Marysville, secretary (2); Alao Ligda, City Lights Video, Issaguah, treasurer (1); Dale Chapman, Movietime Video, Lynnwood (3); Jim Kehoe, Quality Video Service, Bothell (1); Jim Poland, Bothell Video West, Bothell (1); Jim Weiss, Commtron, Seattle (2); Ted Smits, Snohomish Video, Snohomish (3).
Attorney: Mark Harbough, Tacoma.
Monthly.

PUERTO RICO
Derek Rodgers, Metro Video Distribution, Calle B-Loto 67, URB Industrial Mario Julia, Puerto Nuevo 00922; 809-793-3232.

A listing of new home video releases begins this issue on page 55

Discwasher® pumps up your profits by cleaning yuckies off VCR heads.

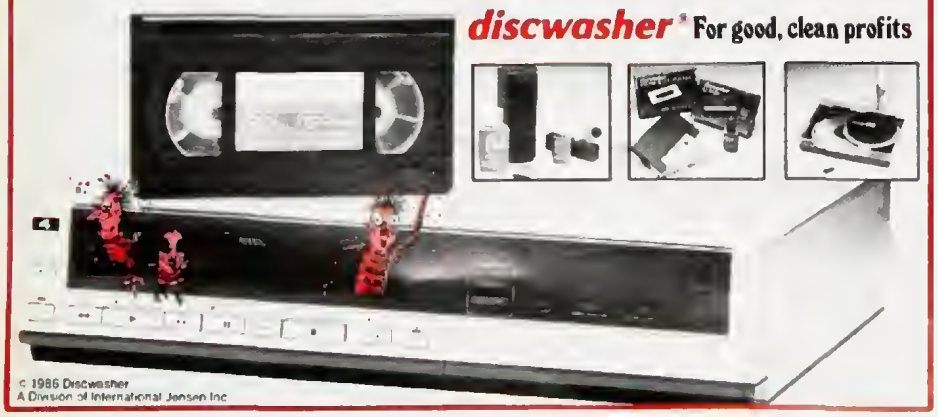
Discwasher can build your profits with the brightest VCR care products around.

Discwasher products offer you terrific add-on sales opportunities. Discwasher only offers the most popular, fast moving accessories. No need to carry a large inventory to profit from the lucrative accessory business.

It's easy to sell Discwasher accessories. Take advantage of the fact that people know and trust the Discwasher brand name.

Discwasher, with nationally advertised products, is the technological leader in maintaining picture and sound clarity. Find out more by calling your Discwasher representative. Or write, Discwasher, 4309 Transworld Road, Schiller Park, IL 60176

You can also profit from our record, tape and compact disc equipment care products, too!



A Billboard SPECIAL EDITION

VSDA

THE FUTURE OF HOME VIDEO

- ☆ CONVENTION COUNTDOWN ☆ VIDEO MUSIC ROULETTE ☆
- ☆ CANDID CAMCORDERS ☆ SUMMER SALES BOOM ☆
- ☆ HOT FALL TITLES ☆ VIDEOBEAT 1986! ☆
- ☆ MOM & POPS' SURVIVAL ☆ ALTERNATIVE AVENUES ☆
- ☆ VSDA'S MICKEY GRANBERG ☆ CONNECTING ACCESSORIES ☆
- ☆ ¡SPANISH CASSETTES! ☆ OPERATION: ELECTION ☆
- ☆ ACTING ADULT ☆ JAPAN VIDEO! ☆
- ☆ RESHAPING HOME ENTERTAINMENT ☆

MICK JAGGER
PENNILESS!

JERRY HALL
MERCILESS!

DENNIS HOPPER
RIDICULOUS!

RAE DAWN CHONG
SUMPTUOUS!

It's only a movie...or is it? "Running Out Of Luck" is a free-wheeling 85-minute odyssey into the fantasies and fears of the world's most celebrated and envied rock star (played convincingly by Mick Jagger).

Produced and co-written by Mick Jagger, "Running Out Of Luck" is a unique 1986 musical-comedy-adventure unlike anything you've ever experienced... though it seems to hit pretty close to home for Mick!

Available exclusively on home video, every Mick Jagger fan will want to see it.

Most will want to own it!

To add fuel to the fire, a series of highly publicized theatrical showings will take place in key markets. These screenings will be heavily publicized on local radio stations and music TV channels. They're perfectly timed to occur the week our home video arrives in stores.

Word of mouth will be phenomenal, but after that one sneak preview screening, the only place to see "Running Out Luck" will be on home video!

LUCKY FOR YOU!

CBS FOX VIDEO™

C.B.S. RECORDS GROUP
PRESENTS
A NITRATE FILM PRODUCTION
"RUNNING OUT OF LUCK"
STARRING
MICK JAGGER
JERRY HALL
RAE DAWN CHONG
DENNIS HOPPER
DIRECTOR OF PHOTOGRAPHY
OLIVER STAPLETON
EDITED BY
RICHARD BEDFORD
PRODUCTION SUPERVISOR
AMANDA PERIS
SCREENPLAY BY
JULIEN TEMPLE &
MICK JAGGER
EXECUTIVE PRODUCER
MICK JAGGER
DIRECTED BY
JULIEN TEMPLE

© 1986 PROMOTIONS, INC.

R RESTRICTED

MICK JAGGER

Running out of luck.

- FILMED ON LOCATION IN RIO.
- DIRECTED BY JULIEN TEMPLE.
- INCLUDING 9 SONGS WRITTEN AND PERFORMED BY MICK JAGGER.
- AVAILABLE EXCLUSIVELY ON HOME VIDEO!

IN THIS SECTION

6
THE ONLY CERTAINTY IS GROWTH
By Tony Seideman
Many topics and issues await this year's registrants, each bringing their own concerns to the friendly fray, but probably the only item most members will agree on is home video growth—but even here they disagree on the pace of expansion.

6
HANDICAPPING THE HOT FALL TITLES
By Jim McCullaugh
In the home video business, 12 months seems like 12 years, change is so profound. Last year's buzz was strictly blockbusters. This year's horserace is paced by a bevy of blockbusters, but low-priced catalog promotions are breaking to the front and could be the "hit" of the derby.

8
VIDEO MUSIC ROULETTE WHEEL SPINS FASTER
By Jim McCullaugh
Significant breakthroughs in the last year, coupled with aggressive activity by major chains, are resulting in bigger music numbers, wider distribution and heightened consumer awareness. A catalytic concert by a megastar might be all it takes to ignite the field.

8
CAMCORDER WARS HEAT UP
By Stephen Williams
Sony and JVC recently dispensed with the soft-sell and padded gloves most Japanese giants keep strapped on, going head-to-head in combative ad campaigns. But kung-fuing opponents in public isn't ordinarily part of the Far Eastern plan of media attack, so American branches of those companies have shifted strategy in recent months. Although decorum has been restored and the hard line toned down, the cauldron that is still simmering is stocked with camcorders.

12
HOW WILL THE SMALL RETAILER SURVIVE?
By Neal Weinstock
Motion picture studio executives and video distributors express concern for the independent retailer's fate, and offer advice, but it's the retailers themselves who offer the most specific ideas on how to keep the customers coming back, even increase profits, rather than succumb to shakeout.

12
ADULT VIDEO 'X' MARKS THE SPOT
By Earl Paige
Where do you stand? Attitudes vary within individuals and within VSDA. Hardliners feel the trade group hasn't come out strong enough, moderates fear VSDA becoming too identified with adult video. By and large, VSDA has taken on a broader mission of bulwarking First Amendment rights.

61
CASSETTES CHANGE FEATURE PRODUCTION
By Neal Weinstock
VCRs have brought three-dimensional change to motion picture production, and the kinds of movies being made are changing, too. The differences between producing for cassette and for theaters—for the small screen and big—is coming under increasing scrutiny by filmmakers and buyers alike, as two industries try to find common merging points without losing the art, scope and dynamism of daring movie-making.

Billboard

VSDA '86 Freedom of Choice

61
SELF-HELP MARKET SEEKS PASSAGE THROUGH ALTERNATIVE OUTLETS
By Ken Joy
There are literally hundreds of titles pouring into the 'how to' and special interest market every week, and it's difficult for video stores to keep up. Major producers of made-for home video are mounting campaigns in the coming months to expose the public to the enormous number of available titles—and to expose the video stores themselves.

62
VSDA's MICKEY GRANBERG ON 'FREEDOM OF CHOICE'
By Geoff Mayfield
A wide-ranging interview with VSDA's Mickey Granberg touches topics and issues that galvanize the membership at this year's momentous meeting in the desert, as well as her role in the process—and further reveals the message behind the slogan 'Freedom Of Choice.'

62
VSDA VOTES: ANOTHER CONTROVERSIAL ELECTION
By Earl Paige
Unlike the previous four conventions, VSDA delegates will have elected directors before the annual event, with balloting by mail most responsible for the larger vote than last year. Once the new directors are announced, officers will be elected. With so many key issues playing a part, and so much at stake, this year's candidates fall under the electoral microscope like never before.

68
VIDEOBEAT '86: READING THE SIGNPOSTS
By Jim McCullaugh
The flavor of Billboard's Top Videocassettes Sales chart has changed substantially in a year. As always, new trends break through, old trends hold firm. But the main change this year is the strong presence of older titles at lower prices—shedding light on the fresh, sale-driven direction the industry appears headed in. A charts-as-crystal-ball analysis of what makes home video tick.

72
TOP VIDEOCASSETTES SALES HIT CHART

74
ACCESSORIES HOT LIST
By Edward Morris
As the VCR settles comfortably in more homes, the variety of products supplementing it grows. Video accessories are hot products, and presented are some of the hottest on the market right now.

78
TOP VIDEOCASSETTES RENTAL HIT CHART

80
VIDEO PIRATES STALK JAPAN
By Shig Fujita
Pirated tapes are the biggest problem facing the industry in Japan, and anti-piracy groups are warning rental outlets that legal action will be taken against dealers who continue to handle the bogus goods. No visible monster in sight, but the damage is a horror for video business.

82
¿USTED SE HABLA DE VIDEO?
By Luis Vega
The Spanish-language videocassette business continues to grow slowly by penetrating small retail stores and some big chains, increasing catalog and improving the appearance of their product. Still, many manufacturers and distributors feel they're facing a marketplace that overlooks their goods and underestimates their worth. Help may be on the way.

83
SUMMER SALES BOOM CONTRADICTS CONSENSUS
By Ken Joy
As summer draws to a close, video retailers are coming off a three-month high of sales and rentals that refute the customary belief that the period from June through August is a bust. Not quite—if anything, this summer is busting out all over for video.

83
TOP VIDEODISKS HIT CHART

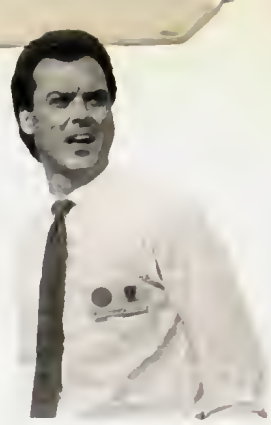
84
COMING ATTRACTIONS '87

92
TOP MUSIC VIDEOS HIT CHART

92
VSDA CONVENTION AGENDA

CREDITS: Special Issues Editor, Ed Ochs; Assistant Editor, Robyn Wells; Photo coordination, Jim McCullaugh; All editorial by Billboard writers, except "Camcorders" by Long Island freelance writer Stephen Williams, "Mom & Pops" and "Cassettes" by N.Y. freelance writer Neal Weinstock, "Self Help" and "Summer Sales" by L.A. freelance writer Ken Joy, and and "Spanish Video" by L.A. freelance writer Luis Vega. Charts, Billboard Research Dept., Design, Stephen Stewart; Cover, Jeff Nisbet.

VSDA BULLETIN: Amid Complex Web Of Issues—The Only Certainty Is Growth Itself



Michael Keaton in "Gung Ho" (Paramount).

By TONY SEIDEMAN

From the increasing importance of the sell-through marketplace to the rising political heat over adult video, a complex web of issues, possibilities and problems awaits registrants at this VSDA convention.

The only sure thing, industry members and executives say, is that the home video industry will continue to grow—but even here they disagree as to what the pace of that expansion will be.

Total retail dollars for the home video industry could reach $5 billion this year, with a low-end projection of $4.5 billion. Wholesale projections see a range of $3.2 billion to $3.5 billion.

Reflecting the rapidly evolving infrastructure of the industry, executives see unit volume increasing at a far more rapid pace than dollar volume, with the number of pre-recorded cassettes jumping from 50 million units to a potential 75 million or 85 million, as the per unit value of these units drops sharply.

Maintaining the industry's size and fending off competitors form the foundation of many of the issues listed by executives. These are the topics they feel will be crucial:

• Sell-through and its impact on the video business. The retail side of the industry is changing rapidly because "the mass merchants are now serious about sales. The test period is now over," says Robert DeLellis, CBS-Fox Video group vice president of sales. At the same time, "we've seen the video specialist starting to become more and more active in the sale market." With a flood of promotions due this fall, "I think the holiday season will pretty well put the icing on the cake," DeLellis says.

• The devastating decline in the market for B and C product. "The titles that are less than A titles that were marketable a year ago are hardly marketable today. There's just been a complete dropoff of interest in B and C titles," says Al Markim, chief executive of VCA/Technicolor duplicating.

• Accompanying the B and C decline has been a sharp dropoff in catalog sales by the majors. "The biggest story saleswise this year has been the tre-

(Continued on page V-64)

Above: *Dan Aykroyd and Chevy Chase in "Spies Like Us" (Warner Home Video).* **Left:** *Richard Dreyfuss, Nick Nolte & Bette Midler in "Down And Out In Beverly Hills" (Touchstone).*

VSDA '86 Freedom of Choice

Above right: *"Indiana Jones And The Temple Of Doom" (Paramount Home Video).* **Left:** *Jon Voight in "Runaway Train" (MGM Home Video).*

Redford & Streep in "Out Of Africa" (MCA Home Video).

"Sleeping Beauty" (Walt Disney Home Video · Touchstone).

Handicapping The Hot Fall Titles DEALERS DEALT A 'BEAUT' IN THE 'TEMPLE' OF VEGAS

By JIM McCULLAUGH

What a difference a year makes! But in the home video industry, 12 months seems almost like 12 years, change is so profound.

Last fall, the "buzz" at VSDA had to do with what blockbuster movies would be announced. Those would be the sure fire winners during the holiday video derby.

This year, while there are a fair share of major releases—led by Paramount Home Video's mega-blockbuster "Indiana Jones And The Temple Of Doom" at $29.95, and Disney's "Sleeping Beauty" at $29.95 (which could be the industry's fourth and fifth million sellers)—the "hit" of the fall in the wake of "...Temple" and "...Beauty" may just turn out to be a low-priced catalog promotion. They abound this fall from most of the major suppliers at $20—$30 price points.

Going into last fall's VSDA, dealer anticipation was heightened by guessing what blockbuster movies would be announced, the 'locomotives' that would storm through one of the best seasonal periods for home video and carry B and C titles along with them.

And they weren't disappointed. Beginning with "Ghostbusters" from RCA/Columbia, Embassy Home Entertainment's "The Emerald Forest," and followed up by such other major announcements as "Gremlins" from Warner Home Video and Vestron's "Prizzi's Honor," titles were greeted with enthusiasm.

A year later, however, the anticipation has taken on a new dimension.

Most of the major studios and independents were planning to announce strong "A" titles prior to VSDA, but this time along with strong catalog promotions. Just about all the major suppliers have an-

(Continued on page V-86)

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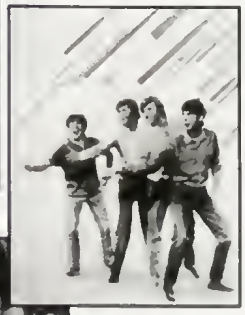
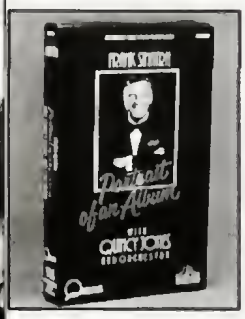
VSDA '86 Freedom of Choice

Video Music Roulette Wheel Spins Faster As Major Players Gather Around Table

By JIM McCULLAUGH

Left: *Stevie Nicks' "I Can't Wait."* Below: *Twin cassette of "The Monkees" (MusicVision).*





Above left: *Judas Priest's "Fuel For Life" (CBS-Fox).* Above: *"Portrait Of An Album" (MGM/UA).* Left: *"Fats Domino Live" (MCA Home Video).*

The video music industry for home consumption continues to grow at a realistic pace—VSDA's recent survey says it's still about 5% of the market—but there have been some significant breakthroughs over the last 12 months.

Suppliers report better numbers on titles, attributed to wider distribution, heightened consumer awareness, and major record/tape/video chains increasingly aggressive activity with the category.

The industry has seen better coordination among concert LP and video releases. Clever marketing comes into play when you consider Paramount Home Video's release of "Don't Look Back," an HBO Special, and a CBS-Fox Video Music release—all timed to the Bob Dylan/Tom Petty U.S. "True Confessions" tour.

Bob Dylan stars with Tom Petty in "True Confessions" concert package "Hard To Handle" (CBS-Fox).

Price points have come down.

Heavy metal titles have been met with unexpected success.

More major artists have committed concerts and clips to video. Witness Prince and Madonna for Warner Reprise Video, Whitney Houston for RCA/Columbia Pictures' Home Video MusicVision label and Wham! and Billy Joel for CBS-Fox Video Music.

There's been more attempts at innovative programming such as MCA Home Video's four-cassette Motown package which attempts to create original music/video/movie hybrids.

Several suppliers have shrewdly taken aim at the older VCR demographic with the revitalization of older clips or shows. Witness Vestron's "Best Of American Bandstand" or Karl-Lorimar's "Deja View," for example.

In many quarters, though, observers feel home video music is still an industry waiting to happen. A catalyst is required, they say, such as a Bruce Springsteen pay-per-view concert or a concert from a mega-artist of that caliber.

There's also the popular theory that the around-the-corner impact of stereo television and more stereo VCRs will accelerate music video substantially.

One dramatic catalyst is the appearance of Pioneer Artists "The Compact LaserDisc: The Audio And Video Album."

The concept, at $16.95 retail per title, takes the 12-inch optical laserdisk and puts an entire album on there in CD form. In addition, there will be anywhere from one to four live-action videos from the group. The disk will also include video and album discographies. Ron Rich, Pioneer Artists' chief, calls it the "true marriage of audio and video."

Initial product includes Jefferson Starship and Mr. Mister from RCA, Chicago, A-ha and Dream Academy from Warner Bros., Nylon from Windham

(Continued on page V-65)

MEDIA BLITZ WINDS DOWN—CAMCORDER WARS HEAT UP

By STEPHEN WILLIAMS

Used to be that the boast was, "Mine's bigger than yours." But Sony Corp. and the Victor Co. have put a reverse spin on that old cliche, and, for companies rooted in Japan, they've been uncharacteristically unsubtle about it.

Smaller is better in lots of ways these days, but almost nowhere is it more pronounced than in the consumer market for self-contained, high-quality home video cameras.

According to the pundits, this is to be the year of the camcorder, or at least the year that it becomes a high-profile item in the consumer electronics industry. The Electronic Industries Assn. is predicting that camcorder sales will double in 1986, with sales of more than a million units and revenues of almost $1 billion.

Not a bad slice of the electronics pie for the major players, Sony and JVC among them. In a recent series of advertisements, Sony and JVC have dispensed with the soft-sell and the padded gloves that most Japanese giants keep strapped on, even in the most combative and competitive situations. Head-on and one-on-one just isn't done when it comes to the gentlemanly, Far Eastern plan of media attack, but among the American branches of those companies, that philosophy has shifted in recent months.

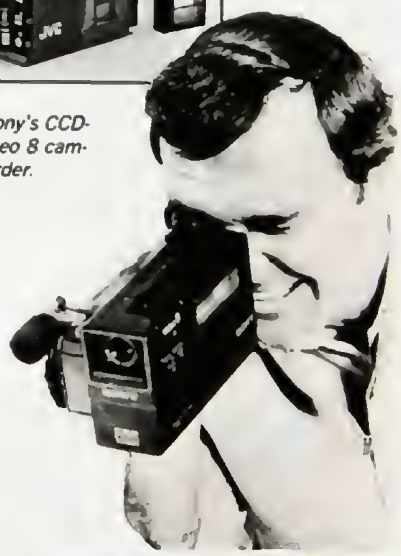
'Our people in Japan were upset, and, from what I hear, some of the Japanese at JVC were upset.'

The cauldron that is still simmering is stocked with camcorders. The battle between Sony's Video 8 units and JVC's new midget VideoMovie VHS-C camcorder had been brewing since before June's CES in Chicago.

Sony had been beating the publicity drums since

(Continued on page V-66)

Left: *JVC's VideoMovie mini VHS-C camera-recorder/player.*



Right: *Sony's CCD-M8U Video 8 camera-recorder.*

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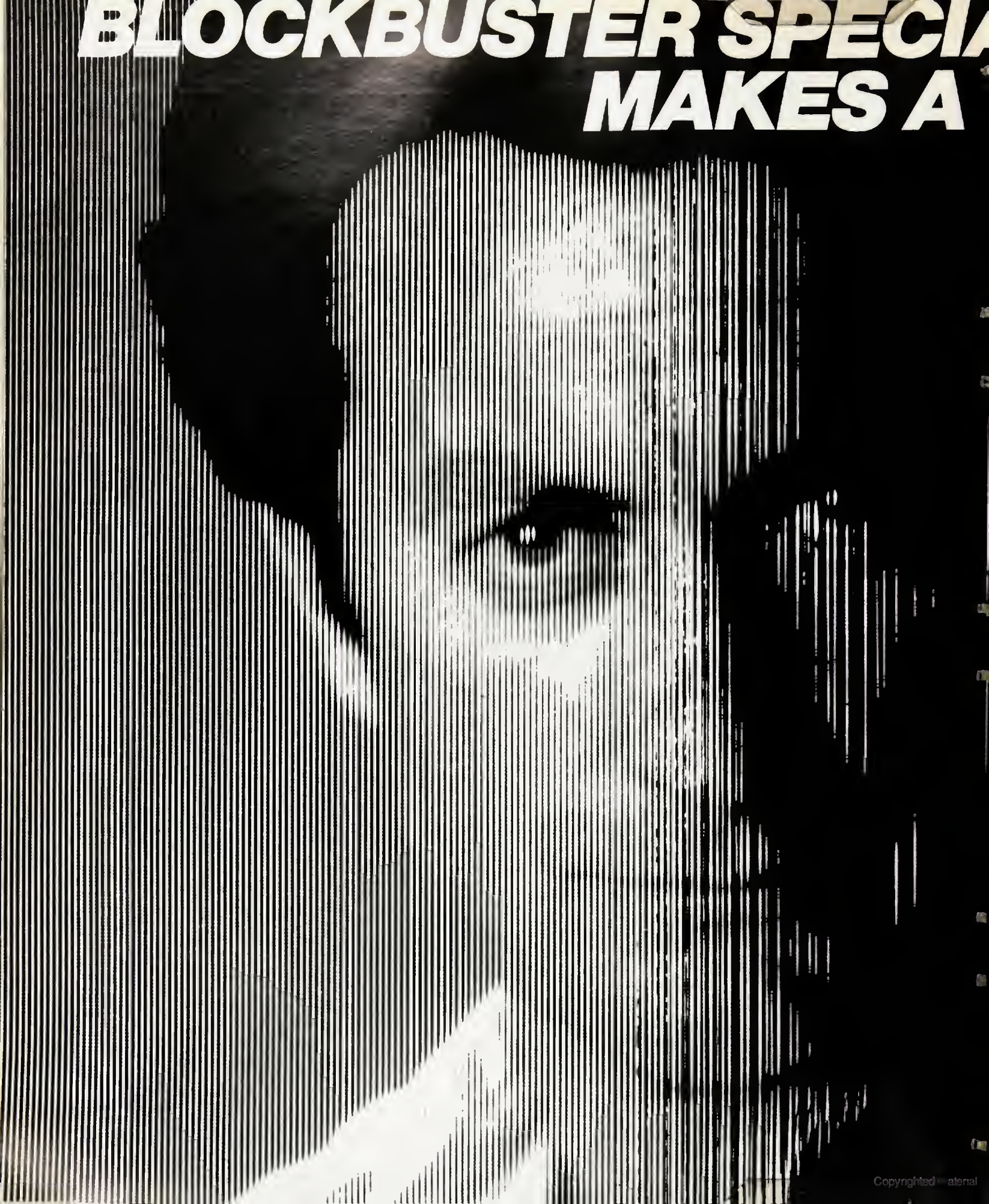

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How Will The Small Video Retailer Survive?

Marketing Tactics For Making The Consumer Aware Of A Specialty Store's Title Triumph Over One-Hit Wonders

By NEAL WEINSTOCK

Mom-and-Pop record stores are virtually gone; can small, independent video software retailers be far behind? The maturing of home video has naturally made survival of small retailers an increasingly prominent industry issue. At conferences and in interviews, executives at motion picture studios and video distribution companies express their concern for the independent retailer's fate, and offer advice for survival. But many small-volume dealers can be expected to echo the words of Sal Agnese of CVS Video in Brooklyn, N.Y.:

"I'm not sure how serious those guys are in their concern. Right now we move most of the merchandise in the industry. They want us to like them. If the little guy is put out of business by big chain-stores, the distributors will forget about us, because we won't be moving the merchandise anymore and they've got to move their merchandise."

"I can appreciate those [Mr. Agnese's] concerns," says Alan Caplan, president of the Applause retail chain of Omaha, Neb. "What he says is true, but there's more to it than that . . . small retailers are in a better situation in this business than they are, or have been, in many other businesses. You're going against mass merchants that can't afford to stock 2,000 titles. You can build on neighborhood identification and convenience. With clubs and pre-selling, you can make your customers really pull for you. Of course there's an optimum size: I'd rather have 10 stores than one, but then I think we prove that a 10-store chain is more efficient for selling video than hundreds of K-Marts. The studios and distributors know that, too."

Most of Caplan's points are inevitable developments of what remains video retailing's big difference from all other software product lines: it is still mostly a rental business. Because rental is such an anomaly in American consumer products, small businesses have been able to maneuver around giants who cannot integrate this category with all of their sales of other product lines.

Caplan is known in industry forums as a fountainhead of ideas for improving independent retailer's profits. Among those ideas is "pre-selling" tapes, that is, selling a new tape with a delivery date six weeks hence; during this period, the retailer has the right to rent the tape as often as it wants. At the end of the period, Caplan's stores shrink-wrap the tape for presentation to its owner. By offering salespeople "spiffs" of $2.50 for each tape sold, strongly advertising sale (as opposed to rental) prices, pre-selling and other techniques, Caplan is one dealer leading the way to what industry analysts have long predicted must eventually come to home video—standard consumer purchases.

But as innovators like Caplan help this future happen, and especially as an ever-larger market and lower production costs allow distributors to get the average retail list price under $20, that rental

(Continued on page V-67)

Captain Walter Matthau and the crew of "Pirates" (IVE).

Above top: *"Brazil" on (MCA Home Video).* **Above:** *David Bowie and Jennifer Connelly in "Labyrinth" (Embassy Home Entertainment).*

Chuck Norris, Steve James and Lee Marvin in "The Delta Force" (Media Home Entertainment).

ADULT VIDEO: 'X' Marks The Spot In Desert Sand Where VSDA Took First Amendment Stand

The Hottest Issue Off The Agenda Is On Everyone's Mind

By EARL PAIGE

While not an official agenda item, X-rated product and the surrounding issue of First Amendment protection will be VSDA's hottest issue.

In fact, the topic is so controversial it will be taken up in VSDA's closed membership meeting not open to the media. Thus for the first time since completely ignoring the topic at its first convention in 1982 in Dallas, VSDA will have no open panel session on adult video as it has for three years running. The issue has basically divided the trade group into two camps.

One camp surfaced at last year's convention in the nation's capital, a so-called "hardliner" group that feels VSDA has not come out strong enough. The other group, the moderates, fear VSDA becoming too identified with adult video, especially with the public bombarded with the recent Attorney General's Commission on Pornography report, or so-called "Meese Report."

A party line of sorts adopted by VSDA moderates is that, after all, obscenity is a local issue. By and large, the trade group has taken on a broader mission, that of bulwarking First Amendment rights.

Confounding the whole issue of adult video is the fact VSDA member firms have varying attitudes. Those from large national firms often either never handled X-rated or have phased it out. Among such firms are National Video and Adventureland Video, the two giant franchise chains with 800-plus stores each.

Other VSDA members feel less concerned about adult video than about what they fear is a danger toward First Amendment freedom. The fear is so-called "hard R" movies will be affected. To this end, a tentative exchange has occurred between representatives of VSDA and Motion Picture Assn. of America (MPAA), two groups long at odds over the First Sale movie rental issue.

VSDA does seem to be meeting the issue more squarely in Las Vegas with the convention theme, "Freedom Of Choice." The choice of Playboy's Christie Hefner as keynoter is another move. But

(Continued on page V-70)

Rutger Hauer terrorizes C. Thomas Howell in "The Hitcher" (HBO-Cannon).

VSDA '86 Freedom of Choice

Dr. Martin Katahn's "The Rotation Diet" includes 21-day meal plan, recipes and rap (New World).

"Playboy's Farmers' Daughters" (Karl-Lorimar).

Videocassettes Are Rapidly Changing Feature Production—And The Look Of Entertainment

'The demographics of the videocassette are different from the theaters. So are the components that go into marketing a film; that's why a film's success in theaters is not an accurate gauge of how it will do on video.'

By NEAL WEINSTOCK

VCRs hath wrought three-dimensional change in motion picture production: with distribution patterns changing, the ways that films are financed is changing, and the sorts of movies that get made is changing, too. But in the very few years that have witnessed this evolution, many seemingly impressive new trends have turned out to be short-lived fads. Which changes will be more permanent, which as ephemeral as last week's first-time chartbuster?

Pop music programming on videocassettes is a potentially explosive but problematic area. Long-form home video still has generated only one smash hit, and "Thriller" was a long time ago. Video merchants in all sorts of environments continually report that music tapes provide less revenue than any other genre. But, "The ones that have had a close tie-in to a feature have done very respectably," says Tim Baskerville of the Video Marketing newsletter. "Look at the Talking Heads tape or 'Beverly Hills Cop.' It takes more than just a hit song from the movie being in a video compilation tape, but where you have the movie itself, that's got a lot of hits in it and got a lot of play on MTV, that tape will do very nicely."

Feature producers are reacting accordingly—and accordingly to other influences of videocassettes, too. "The demographics of the videocassette are different from the theaters," says Andre Blay of Embassy Home Entertainment. "So are the components that go into marketing a film; that's why a film's success in theaters is not an accurate gauge of how it will do on video."

When producers first began to realize that difference "Everything came out of the closet," says Roger Corman. "Everything still is coming out of the closet. The industry has to experiment, throw everything they've got at the screen to see if it sticks. Eventually, people have been finding out what seems to work a little better on home video, what doesn't. But then, nobody really knows anything in this business, of course."

Corman sees video as both more hospitable than most theaters today to the classy sort of art films he has recently become very involved in, as well as to the drive-in-movie fare he has long been famous for. ("Most of the drive-ins have been turned into housing developments full of VCRs," he says.)

"The video audience tends to be a little older than the theater audience, so their taste is more like the TV audience," says a demographic researcher for

(Continued on page V-71)

Growing Self-Help Market Seeks Safe Passage Through Alternative Outlets

The Majors Are Out To Woo Retailers Into Stocking Unproven (And Usually Unknown) Titles In Hope Of Achieving 'Sell-Through' To Specialty Audiences

By KEN JOY

In the beginning there was Fonda.

Now there's LaLanne, Reynolds, Jenner, Fixx, Smith (as in "Bubba" or Kathy), Retton, Osmond, Caesar, Prudden, Welch, Simmons, and even Mickey Mouse—and that's just a partial star map of the more than 50 exercise tapes currently on the market.

And that's just the *exercise* category. There are literally thousands of titles pouring into the special interest, 'how-to' and instructional/inspirational home video market every day which cover topics that range from learning to be a better gambler ("Odds Are" with the Smothers Brothers [MCA]) to learning how to jump rope ("If Kangeroos Jump, Why Can't You?" [Atlantis]).

It's getting difficult for the video stores that want to, to keep up. Trouble is, not many want to.

Part of the problem is the lack of awareness on the part of the consumer that such a variety of alternative video programs exist. A consumer who is unaware is not going to be asking his local video store why he doesn't stock a certain title, and stores that aren't asked don't stock titles in anticipation of such requests.

The major producers of made-for home video are mounting sizeable campaigns in the coming months to expose not only the public to the enormous number of titles available, but also the video stores themselves.

"Consumers see our ads for made-for product and go to a video store to buy it, only to be unable to find it," says Jerry Sharell, senior vice president for MCA Home Video. "Retailers need to play to their audience, and that audience is interested in more than just movies."

Retailers may agree with Sharell, but their inclination is still to place their money in titles they can rent. For video stores (many of which are small—

(Continued on page V-75)

Left: *"The First Howie Mandel Special" (CBS-Fox).* **Below:** *"Minnesota Fats: How To Play Pool" (Karl-Lorimar).*

Jacques Cousteau visits Easter Island in "The Cousteau Odyssey Video Treasures" (Warner).

Right: *Claude Lanzmann's "Shoah" epic relives the Holocaust (Paramount).*

Treasure hunter Mel Fisher's successful 16-year search for a sunken galleon is brought to video in "Atocha: Quest For Treasure" (Vestron)

VSDA '86 Freedom of Choice

Causes For Celebration, Reasons To Stand Guard

VSDA's GRANBERG: WHY WE CHOSE 'FREEDOM OF CHOICE' THEME

By GEOFF MAYFIELD

As Mickey Granberg surveys the landscape of the still-booming home video industry, VSDA's executive vice president and day-to-day chief can enumerate many accomplishments and causes for celebration:

- The sprawling growth of the home video industry. She says, "There's no growth curve . . . it just shot straight up!"
- The VSDA bar code committee's successful adoption of a UPC standard: "What it took us 15 years to do in the record business, we've done in just a couple of years."
- Efforts of the trade group's packaging committee: "I don't know that we'll have a standardized package, but what we will have very soon is a list of information that consumers want on the packages."
- The role that her trade group as played in ongoing skirmishes against censorship.
- And most of all, the flourishing growth of VSDA—now numbering more than 30 regional chapters—and the active members that make the organization work.

"The people who really put the energy into it are the members out there who are willing to work and willing to contribute," says Granberg. "You can't do it from an association office and I tell my staff that constantly. You know, when they congratulate themselves about how big the VSDA convention is, I say 'Forget it. You didn't have anything to do with it.' I think trade associations which are successful only reflect what's happening in the industry they represent."

Granberg is more than qualified to represent and lead this booming industry group. She is celebrating her silver anniversary as a staff member of VSDA's sister organization, the National Assn. of Recording Merchanidsers (NARM). Concurrent to her responsibilties in the video group, she has also been NARM's executive vice president since her predecessor, VSDA founder Joe Cohen, left the staff in 1984.

Despite VSDA's numerous accomplishments, Granberg still sees a number of reasons to stay on guard. One such issue is adult video.

It's not so much that she is pro-adult product, as much as she is anti-censorship.

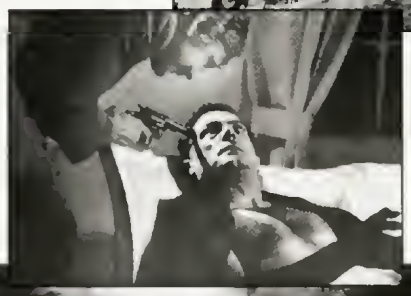
Says Granberg, "What we're concerned about is the whole philosophical attitude which has been expressed via the Meese Commission and the Moral Majority, which seeks to limit the creativity of any artist—whether it's an artist that's doing a motion picture or making a phonograph record or painting a mural, or whatever! That's why we chose 'Freedom Of Choice' as a convention theme. We are very concerned about the entire censorship issue. We do not endorse censorship in any form."

Under her leadership, VSDA has vigorously fought censorship in many arenas: working in conjunction with such groups as the Coalition Against Censorship and the American Library Assn.; keeping a watchful eye on legislative and enforcement efforts which occur in various chapters' regions; and offering legal advise to dealers who find themselves involved in legal skirmishes over the stocking of adult product

When the highly-publicized referendum in Maine concerning possession of adult product was defeated, VSDA could take a great deal of credit as a be

(Continued on page V-77)

Right: *Darryl Hannah in "The Clan Of The Cave Bear" (CBS-Fox).* **Below:** *Charles Bronson pays surprise visit to crime boss Richard Romanus in "Murphy's Law" (Media Home).*



Karen Black in "Invaders From Mars" (Media Home).

"Critters" (RCA Columbia).

"House" (New World).

"The Care Bears Movie II" (RCA/Columbia).

VSDA VOTES: Another Controversial Election—With The History Of Home Video Being Written In The Wings

By EARL PAIGE

VSDA, easily one of the most political of trade groups, is all set for another controversial election—many think the most volatile.

Unlike the previous four conventions which featured elections and surrounding hullabaloo, VSDA delegates will have elected directors before the annual event opens this week at the Bally Grand in Las Vegas. The balloting was done by mail. A representative from accounting firm Laventhol & Horwath will be asked, "The envelope please."

Not even a tie, say election insiders, could give it entirely away in advance. Only candidates tied would be identified and then voted on, though such an occurance would still create a hubbub. Last year at the Washington Sheraton where voting machines were employed for the first time, two delegates did deadlock with a resultant coin toss required.

By late July, with about 10 days of voting remaining VSDA insiders were already ecstatic. "We're told by the accountants that we already have more votes than last year," says John Pough, national retiring president and a suburban Los Angeles dealer (Video Cassettes Unlimited, Santa Ana).

Early groundswell, totally speculative, say Pough and others, had the two most familiar names among the 11 candidates running ahead, Frank Barnako, twice VSDA president, and founding director and current vice president Arthur Morowitz. High profile New York City retailer Steve Savage was also ahead, according to rumors. All three are among the five hand-picked by VSDA's nominating committee.

This election, VSDA is electing one director for two years and four for three. What will happen once the five new directors are announced will be the election of officers. The 15 directors do this at the convention.

The director election is hoped to be much more orderly and not divert the convention from other

(Continued on page V-81)

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BULLETIN

(Continued from page V-6)

mendous decline of catalog product other than in catalog promotion," says Rob Blattner, president of RCA/Columbia Home Video. "Economically, the impact has been enormous."

• With the Meese Commission report getting nationwide attention, many executives expect adult video to be an especially hot topic at the convention. Even though the report has been denigrated in some circles, "it's going to have a very big impact on the industry," says John Pough, owner of Videocassettes Unlimited and current president of the VSDA. Henry Hudson, a commission member, "is calling for vigilante committees to be set up across the country to combat adult material," says Pough. One sign of the VSDA's concern with the issue is the selection of Christie Hefner as keynote speaker.

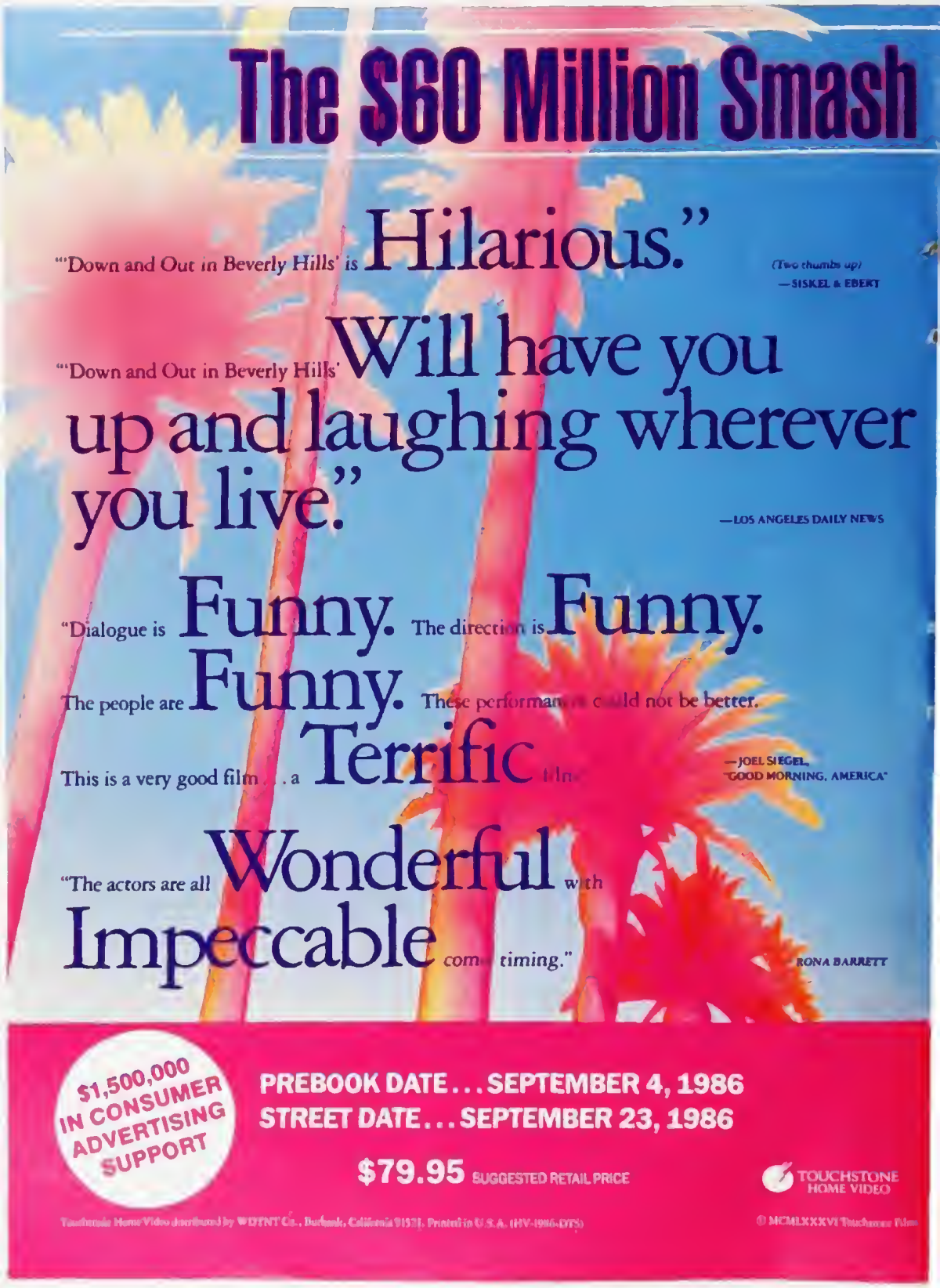
• One of the more inflammatory issues at the convention will probably be "the rise of pay-per-view, the impact of pay-per-view cable on windows, and the possible boycott of suppliers who handle pay-per-view," says Ron Berger, president of the National Video franchise chain. Berger's company has been testing pay-per-transaction video rental systems which have sparked some retailer protests. He says PPT probably won't cause any real controversy until the system actually goes into action, which will not be for a while.

• "How to keep this business as strong as possible and continue its appeal to consumers" is the most important issue the industry faces, says Arthur Morowitz, owner of the Video Shack chain and the VSDA's most likely next president. Lack of focus could result in a weakened marketplace, Morowitz says, in a chain all the way from production to the store shelf "I see manufacturers, much like a flock of divided sheep. They're all following everything that looks different," he says.

• Price deflation will be a crucial issue for manufacturers to face in 1987, says Harold Vogel, a Merrill Lynch vice president. The question the industry will have to answer, he says, will be "is it better to have $79.95 product or $29.95. I think the trend is inexorably towards $29.95" for new-re-

(Continued on page V-88)

A Billboard Spotlight



Hit of 1986 is Now on Video!

DOWN AND OUT IN BEVERLY HILLS

A PAUL MAZURSKY FILM

NICK NOLTE · BETTE MIDLER · RICHARD DREYFUSS

AND LITTLE RICHARD

TOUCHSTONE FILMS presents in association with SILVER SCREEN PARTNERS II A PAUL MAZURSKY FILM

Starring NICK NOLTE BETTE MIDLER RICHARD DREYFUSS

"DOWN AND OUT IN BEVERLY HILLS" Co-Produced by PATO GUZMAN Based upon the play "BOUDU SAUVÉ DES EAUX" by RENÉ FAUCHOIS

Screenplay by PAUL MAZURSKY & LEON CAPETANOS Produced and Directed by PAUL MAZURSKY

R

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ROULETTE

(Continued from page V-8)

Hill, and Colonel Abrams from MCA, with other artists joining this technology during the fall.

The configuration will sport the record label's label on the disk, while the outside packaging will also be a newer, bolder look. The outside packaging will show the laserdisk, differentiating it from the group's album.

The product is designed, of course, to be played on Pioneer's combination CD and LaserDisc player, but a number of other companies have already licensed the technology including TEAC, Harman-Kardon, Sansui, Yamaha and others.

"I think it's going to have a tremendous impact on the home video music industry," says Rich, who is anticipating two to four releases a month.

It's also believed that Philips is working on a "CD Video" concept as an outgrowth of evolving CD ROM and CD Interactive technology. Those disks would be playable on the combo players. Moreover, it's reported that Matsushita and Sony may bring combo players to the U.S. market, a situation that could create enormous consumer interest and acceptance.

Even before the advent of the Compact LaserDisc, Rich says that his music laserdisk sales have been up some 30% as contrasted to a year ago as Pioneer Artists now has 250 titles in its music catalog including rock and pop, as well as jazz on the Signature label. "Even eight-inch disks are more alive," he adds.

Comments Suzie Peterson, head of special projects, including music, at MCA Home Video: "Certain titles are selling well. I do think it's shifted more to the record store, but that's not always the case. The conventional video store is more dominated by A titles.

"I just don't think," she adds, "that you can put out a music video yet and expect to see it do extraordinary right out of the box. With the right kinds of programming, however, you will see a steady build-up of sales."

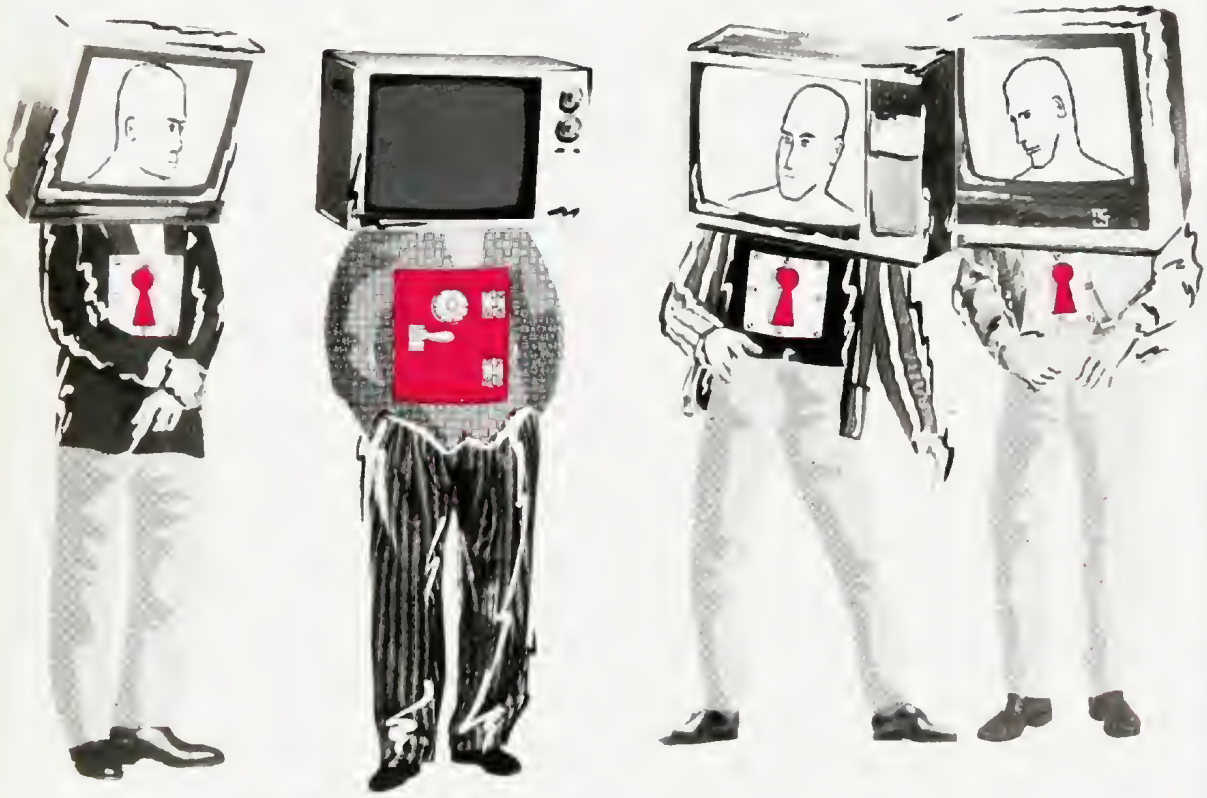
Peterson reasons that a company can take two approaches. Take a hot artist with a hot record and get a video out into the marketplace. Or you can take or create something classic [illegible] At [illegible] eves

[illegible] page V-90)

A Billboard Spotlight

Are you looking for the key to one of the most complex video markets in the world?

We have the combination...



Vidéo. It starts with the accent an difference Indeed, French Canada is a unique market when it comes to video publishing and distribution So unusual it can leave you out in the cold, when you could be walking in and doubling your revenues

Our marketing expertise will let you in on the right combination for our territory We have already proved our strength as a licensee of MGM/UA Home Video, New World home video and other major American and European producers We can open the door to additional profits for your products

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At VSDA. Rene Molo
President
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Yves Dion
Vice-President and General Manager
Las Vegas Hilton
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telex 055 61301

CAMCORDER

(Continued from page V-8)

last fall for the newly-devised 8mm format. Part of the corporate reasoning behind that campaign likely rests with an old bromide by a historian: that those who cannot remember the past are condemned to repeat it. Sony executives remembered only too well the beating that its Beta format has taken (and is still taking) at the hands of VHS; a recent EIA study showed that 84% of those prospective purchasers surveyed would buy VHS, compared to 13% for Beta.

While 8mm is still in its infancy (that same EIA survey reported that just 3% of the populace would consider buying 8mm equipment), Sony sees it as the format to reckon with. Sales of 8mm product peaked at Christmas—the format is still partly seen as a novelty—and sluffed off quickly. But the commitment was made. "Half-inch tapes is a dated, 12-year-old technology," Sony of America chief Neil Vander Dussen is fond of saying, "and 8mm represents the future."

Sony's research and development was heavily invested in 8mm. The Handycam, introduced last Sept. at 2.2 pounds, was the leader in the diminutive class, but the company also had waiting in the wings a larger camcorder with direct television playback capacity, a 27-inch TV set with a built-in Video 8 deck, and "fantasy" projects, like a pocketbook-sized camcorder (the Portapix) and a solar-power 8mm VCR/monitor the size of a Watchman TV.

Of course JVC, which just happened to invent the VHS system, isn't convinced that 8mm is inevitable. Far from it. In a so-called in-house "white paper," JVC pooh-poohed Sony's claim that 8mm is the "world standard" for tape and noted that only 15 companies—not 127 firms, as Sony said—were actively involved in making and marketing the products.

Back in January, JVC introduced its mini-unit, a tiny package that weighed in under three pounds, and included a power zoom lens and playback capacity; as handy as Sony's Handycam was, it required a separate deck for playing back tape on the tube.

JVC went all out in its attack on 8mm as a "world standard." JVC reported defections

(Continued on page V-90)

SURVIVE

(Continued from page V-12)

difference that's kept this business dominated by small retailers will evaporate. The question remains: how is the small video retailer to survive?

Another Midwestern dealer thinks he has some of the answers. Jim Williams, president of Budjet Video of Evansville, Ind. has transformed his 3,000-title store into the flagship of a buying cooperative. He says, "A shakeout among the Mom-and-Pops is inevitable. From what I'm seeing I'll bet 35% to 40% of these little guys will be closing in the next two years."

He says, however, that a buying co-op like his own can be the make-or-break difference. "A person with one store has to pay higher prices for his films. By joining our co-op you can take advantage of the lower prices that we get from distributors. Also, we get faster service. Our distributors go out of their way to give excellent service to every one of our stores. A Mom-and-Pop on its own has a very hard time getting one or two titles delivered in a reasonable time. Also, as a Budjet member, you get trade from everyone carrying a Budjet membership card and can take advantage of a huge customer base."

Club memberships have long been a central part of the typical independent video retailer's marketing strategy; in the fight against a chain-store, however, the big guy often can hit the independent with his own club. "Large retailers most often ask for no membership fees from consumers, relying instead on cash deposits or blank credit card stubs. This is easier for the average consumer, and can lift a lot of business from the undercapitalized small stores that rely on membership fees," says Eric Doctorow, vice president of sales & marketing, Paramount Home Video. "But we've seen the little guys—and not-so-little guys—fight back in very interesting ways. Selling discount packages of 20 or a 100 movies, keeping the customers coming back. Guaranteeing with the club membership agreement that they'll deliver any tape within X amount of time from any request. Keep them coming back in and keep the level of service high and the specialty retailers will thrive."

Many of the marketing tac-

(Continued on page V-90)

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VIDEOBEAT '86: READING THE CLEAR SIGNPOSTS TO THE SELL-THROUGH MARKET

By JIM McCULLAUGH

By the week of Aug 2, 1986, Billboard's Top Videocassettes Sales chart had a substantially different flavor compared to the same time frame a year ago. Certain trends were clearly establishing themselves while others held firm. The main change? The strong presence of older catalog titles at lower price points. Overall, price points across the board were lower, a clear signpost toward the sell-through market the industry appears headed in.

"Jane Fonda's New Workout" ($39.95), this year's successor to the original ($59.95), was clearly entrenched at the top spot after 39 weeks, proving that this original programming concept is no fluke. The older version was at No. 6 after 220 weeks.

So dominant was the new Fonda tape that it has held the No. 1 position since April 19, yielding for four weeks prior to that to "Return Of The Jedi" and one week of "Rambo: First Blood Part II." Three weeks before that, it held the No. 1 spot, after a long run by the still very fresh, and low-priced "Beverly Hills Cop."

"Whitney Houston The #1 Video Hits" (MusicVision) is being boosted by the artist's vinyl success.

At the same time, seven other alternative programming titles were in the Top 40 as well. Fonda's "Prime Time" was at 18; "Kathy Smith's Ultimate Video Workout" was at 17; while "Kathy Smith's Body Basics" was at 21. Exercise tapes are maintaining their muscle.

With two "Playboy Video Centerfolds," one at 9 and one at 37 (both $9.95); a solid how-to in "Automatic Golf" ($14.95), and "Wrestlemania 2" at 33, almost 25% of the chart was made up of original programming. The $64,000 question, however, remains. What topics at what price points will be tomorrow's original hits?

The eye-openers, of course, are the catalog titles. In the Top 10 were "The Sound Of Music" ($29.98) at No. 2, and "Casablanca" ($29.98) at No. 4, titles from the very successful CBS/Fox Five Star promotion. Scanning the balance of the Top 40, "African Queen" was at 14, "The King And I" was at 24, "The Maltese Falcon" was at 31, "Patton" was at 32, "West Side Story" was 34, "South Pacific" was at 38, and "The Blues Brothers" was at 40, the latter an MCA Home Video title at $24.95. The others are all $30.

Children's programming was represented strongly by Disney with both $30 priced "Alice In Wonderland" and "Pinocchio" in the Top 10.

Video music was not that well represented except for "Whitney Houston's The #1 Video Hits" ($14.95) from RCA/Columbia Pictures Home Video's MusicVision label. At No. 11, it was headed for the Top 10. Her enormous record success was clearly spilling over into video.

Overall, theatrical trends were not at all surprising. The newer, strong lead titles, such as a "Back To The Future," "White Nights" and "The Jewel Of The Nile" were in the Top 10. Titles priced at $79.95, though, were having less staying power on the Sales chart, but much more potency on the rental chart. Major titles priced at $30, such as a "Beverly Hills Cop," and "Romancing The Stone," were enjoying extended runs.

"Gone With The Wind," the classic of the classics, even at $80, shows no sign of slowing down after 72 weeks; nor do such family favorites as "The Wizard Of Oz" ($30).

On the children's chart, Disney owned all top 10 titles, while Children's Video Library, Family Home Entertainment, Warner Home Video were respectfully represented. The new player was Random House with its licensed Children's Television Workshop fare.

The Top Music Videocassettes were a mixed bag.

Tea for three in "Alice In Wonderland," a key kid title for Walt Disney Home Video.

Whitney Houston commanded the top spot but "Dick Clark's Best Of Bandstand" from Vestron Music Video at No. 2 underscored programming with greater appeal right now to a wider VCR demographic (older, more affluent, etc.) as well as a keener interest from many age groups of the past few decades. "Motown 25: Yesterday, Today Forever," John Lennon's "Imagine" and "Live In New York" might also support that. Meanwhile, top hot artists such as Madonna and Phil Collins were experiencing healthy runs. And heavy metal/hard rockers such as Judas Priest are proving to be very strong in the home video music market.

Last December, Billboard's 1985 year-end review listed the top 10 rental titles as "The Karate Kid," "The Terminator," "Police Academy," "Romancing The Stone," "Revenge Of The Nerds," "The Natural," "Starman," "The Empire Strikes Back," "Bachelor Party," and "Splash."

The Top 10 sales titles were "Jane Fonda's Workout," "Prime Time," "Star Trek III—The Search For Spock," "Purple Rain," "Gone With The Wind, "The Jane Fonda Workout Challenge," "Raiders Of The Lost Ark," "Raquel, Total Beauty And Fitness," "We Are The World—The Video Event," and "Wham! The Video."

The Top 10 Music Videocassettes were "Madonna," "Wham! The Video," "Private Dancer," "Dance On Fire," "All Night Long," "Prince And The Revolution Live," "We Are The World—The Video Event," "U2 Live At Red Rocks," "Animalize Live Uncensored," and "Sing Blue Silver."

"Warner's Wins The West" promotion keyed into the release of "Pale Rider."

It should be noted also that while many in the trade view the home video industry as "A" title driven, a number of best selling titles during the fall of 1985 and into 1986 did not come from the major studios.

Among some of the major sellers were a whole series of children's titles in animatrics form from Golden Books, "Clue VCR Mystery Game," from Parker Brothers, "The Superbowl Shuffle" from MPI, and "Automatic Golf."

One of the most extraordinary successes during the latter part of 1985 and into 1986 was Warner Home Video's "The Best Of John Belushi," a one-hour tape with outstanding clips from "Saturday Night Live." At $24.98, it was a sleeper, climbing steadily higher with the momentum of a breaking record album and reaching the No. 3 spot on the sales chart last February.

Television fare has also done well as evidenced by the first "Miami Vice" two hour episode from MCA Home Video. Even more dramatic was the sale of more than one million original Star Trek episodes at $14.95.

Well-timed and intelligent promotions were also successful as evidenced by "Warner's Wins The West," tied to the release of Pale Rider, and Warner's "Comedy From A-Z" keyed to the release of "Pee-Wee's Big Adventure" and "National Lampoon's European Vacation."

Karl-Lorimar's sell-through champ, Jane Fonda

HOLLYWOOD

WRAP UP HOLLYWOOD

22 Movie Giants Priced to Sell at $29.95 Each

Suggested Retail Price
Limited Time Offer

You are invited to host a gala Hollywood event! For a limited time, we are offering **22 of home video's biggest blockbusters**, regularly priced to $89.95, at the suggested retail price of **only $29.95** each. And this includes **two first-time releases—"FUNNY LADY"** and **"THE JOLSON STORY."**

Here's an invitation to your customers to own the movies they love, and buy the gifts they'll love to give—backed by a dynamic advertising and merchandising campaign:

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- **CUSTOM DEALER ADVERTISING** including taggable radio and television spots that will draw sell-out crowds to your store.

This is simply the biggest and splashiest sell-through promotion ever. So contact your distributor today, and get set to make box-office history in your store!

Home Video Premiere of Two Major Hollywood Hits also at Only $29.95* Each

Available on Videocassette in September.

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RCA Columbia Pictures HOME VIDEO VHS Beta

*Price and title availability may vary outside the continental United States

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THE TOMB

Her ancient fury sought its revenge...
Their courage was our last hope!!!

A SPECIAL OFFER FOR OUR RETAILERS...
A purchase of two cassettes of "The Tomb" will get you one four-color printed Tyjax jacket
AND
With the purchase of an additional cassette of "The Tomb" and one cassette from the September release package, TWE will GIVE you a three-dimensional "Tomb" standee and a Tyjax jacket!

37004
Color/83 minutes
$79.95

Prebook Date: September 9
On Sale Date: October 2

Starring CAMERON MITCHELL • JOHN CARRADINE • MICHELLE BAUER
DAVID PEARSON • SYBILL DANNING As Jade
Produced by FRED OLEN RAY and RONNIE HADAR
Directed by FRED OLEN RAY

TWE
TRANS WORLD ENTERTAINMENT (U.S.A.)

ADULT

(Continued from page V-12)

hardliners will be eager to see how adult vendors fare in exhibit exposure, charging the adult video exhibitors were segregated last year at the Shorham while the main convention was at the Sheraton Washington across the street.

Meanwhile, other VSDA members see adult video and its problems strictly local because obscenity is locally determined. These members wonder if VSDA can do anything effective on a broader front.

Even VSDA's own First Amendement committee has struggled. New board member Dave Ballstadt of Minneapolis seven-store chain Adventures In Video was chosen last year to head the new group by John Pough, president. Ultimately, Ballstadt resigned over administrative differences and the committee has since been headed by Pough, operater of Video Cassettes Unlimited, Santa Ana, Calif. "No one wanted to take it over," Pough says, noting that at least VSDA regularly publishes an update on First Amendment action and has a hotline.

If VSDA members have varying attitudes about adult video they also never agree on the product category's economic importance. One reason is that it has more than intrinsic significance, says Jack Messer, a VSDA director and Cincinnati operator of the Video Store chain, who has been embroiled in prosecution.

Messer says his store in suburban Fairfield, subject of two trials that resulted in hung juries, accounts for 25% of its revenue from adult. "But there are many areas around Fairfield where dealers aren't allowed to handle adult. There's no place to get it," Messer says. The area has seen another store prosecuted with an acquital and a third store still facing trial after one hung jury

"The thing is, we carry adult in only three of 10 stores but those three do twice the business of the others on a comparative store by store basis. The reason is, people come in for adult but rent other movies, too," Messer notes.

In North Carolina, VSDA director Gary Messenger is less sanguine. Operator of 11 North American Video Limited stores, Messenger has organized a dealer group to contest

(Continued on page V-85)

PRODUCTION

(Continued from page V-61)

one of the television networks, who asked not to be identified. "On the other hand, they're more willing to experiment than most movie-goers—because the price is lower. I think we've confirmed that independent producers of very mass kind of product—horror films and the like—are reaping the benefits of home video, and it's at the expense of network programming."

Why aren't the more established studios reaping benefits equal to independents? "Actually, they get most of it—you can just study the chart in Billboard. But when you look at the whole middle range of reasonably successful titles, the majors aren't getting nearly as high a share as they do in the theaters. Word-of-mouth, the recommendation of the retailer, these are more important for cassettes than theatrical. The distributor's purchasing plans and in-store advertising and other promotions—all that retailing stuff enters in."

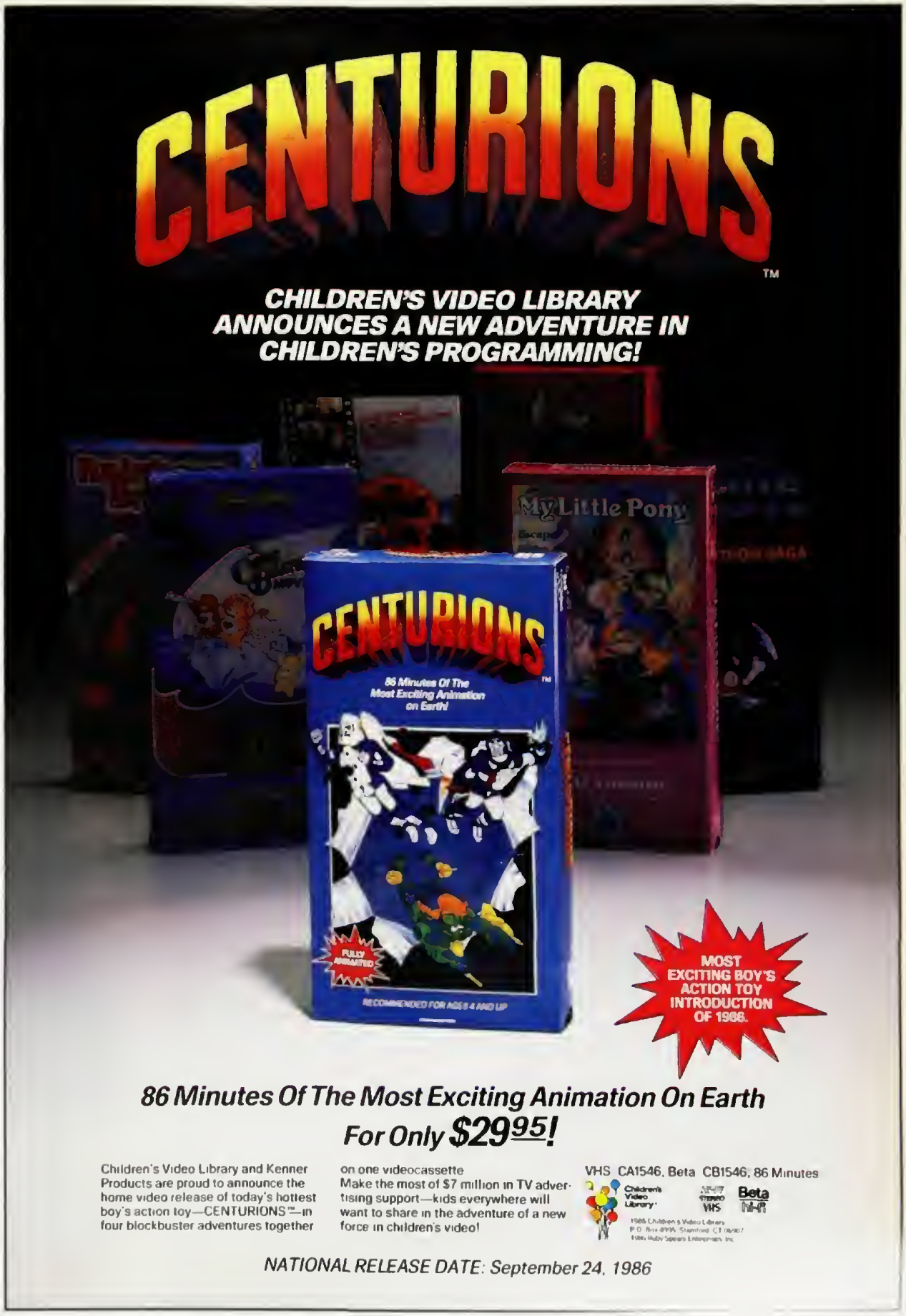
The less-than-majors are certainly aware of their increased chances on video—perhaps all too aware: "We have always been satisfied to pre-sell our films, to reduce our risk rather than aim at the jackpot every time," says Menachem Golan of Cannon Films. "Before you pre-sold to theater chains, mostly in Europe. Now you can pre-sell to videocassette, in the States. It means everybody is doing it."

Golan believes that industry-wide pre-selling means a more stable industry, one that can concentrate more on making movies and less on hitting the jackpot. While the perceived vast new potential of video drew productions out of the woodwork from 1983 to 1985, he sees the situation stabilizing now.

"Timing a release is something of a difficulty now with video representing half the income on many films," Golan says. "You've got a summer movie, you want to give it a few months in the theaters—and if you make movies, you want to do that because sentimentally, too, movies belong in theaters. But the videocassette people want it in the summer, too. A summer movie isn't worth so much in the fall."

Says Blay, "I think it does make the producers stick more closely to their schedules, be-

(Continued on page V-85)



TOP VIDEOCASSETTES SALES HIT CHART

Following is a recap chart of the top-selling videocassettes during the eligibility period of Aug. 17, 1985 to Aug. 16, 1986.

1. **JANE FONDA'S WORKOUT** (Karl-Lorimar Home Video)
2. **JANE FONDA'S NEW WORKOUT** (Karl-Lorimar Home Video)
3. **PINOCCHIO** (Walt Disney Home Video)
4. **BEVERLY HILLS COP** (Paramount)
5. **PRIME TIME** (Karl-Lorimar Home Video)
6. **GONE WITH THE WIND** (MGM/UA)
7. **THE WIZARD OF OZ** (MGM/UA)
8. **THE BEST OF JOHN BELUSHI** (Warner Home Video)
9. **RETURN OF THE JEDI** (CBS-Fox Video)
10. **WRESTLEMANIA** (Coliseum Video)
11. **MOTOWN 25: YESTERDAY, TODAY, FOREVER** (MGM/UA Home Video)
12. **GHOSTBUSTERS** (RCA/Columbia Pictures Home Video)
13. **THE SOUND OF MUSIC** (CBS-Fox Video)
14. **PRINCE AND THE REVOLUTION LIVE** (Warner Music Video)
15. **WE ARE THE WORLD—THE VIDEO EVENT** (MusicVision)
16. **MARY POPPINS** (Walt Disney Home Video)
17. **RAMBO: FIRST BLOOD PART II** (Thorn/EMI/HBO Video)
18. **CASABLANCA** (CBS-Fox Video)
19. **AMADEUS** (Thorn/EMI/HBO Video)
20. **THE JANE FONDA WORKOUT CHALLENGE** (Karl-Lorimar Home Video)
21. **STAR TREK III—THE SEARCH FOR SPOCK** (Paramount Home Video)
22. **SINGIN' IN THE RAIN** (MGM/UA)
23. **WHAM! THE VIDEO** (CBS-Fox Music Video)
24. **KATHY SMITH'S ULTIMATE VIDEO WORKOUT** (JCI Video)
25. **DUMBO** (Walt Disney Home Video)
26. **WHITE CHRISTMAS** (Paramount)
27. **BACK TO THE FUTURE** (MCA Dist. Corp.)
28. **PLAYBOY VIDEO CENTERFOLD** (Karl-Lorimar Home Video)
29. **WITNESS** (Paramount Home Video)
30. **MADONNA** (Warner Music Video)
31. **THE VIRGIN TOUR—MADONNA LIVE** (Warner Music Video)
32. **THE KING AND I** (CBS-Fox Video)
33. **PRIZZI'S HONOR** (Vestron)
34. **DESPERATELY SEEKING SUSAN** (Thorn/EMI/HBO Video)
35. **MIAMI VICE** (MCA Dist. Corp.)
36. **GREMLINS** (Warner Home Video)
37. **DO IT DEBBIE'S WAY** (Video Associates)
38. **COMMANDO** (CBS-Fox Video)
39. **PLAYBOY VIDEO CENTERFOLD 2** (Karl-Lorimar Home Video)
40. **THE BREAKFAST CLUB** (MCA Dist. Corp.)
41. **COCOON** (CBS-Fox Video)
42. **ALICE IN WONDERLAND** (Walt Disney Home Video)
43. **ROCKY IV** (CBS-Fox Video)
44. **LIFE WITH MICKEY!** (Walt Disney)
45. **THE KARATE KID** (RCA/Columbia Pictures Home Video)
46. **HULKAMANIA** (Coliseum Video)
47. **AFRICAN QUEEN** (CBS-Fox Video)
48. **TINA LIVE PRIVATE DANCER TOUR** (Sony Video Software)
49. **MASK** (MCA Dist. Corp.)
50. **PATTON** (CBS-Fox Video)
51. **ROBIN HOOD** (Walt Disney Home Video)
52. **RAQUEL, TOTAL BEAUTY AND FITNESS** (Thorn/EMI/HBO Video)
53. **SILVERADO** (RCA/Columbia Pictures)
54. **WEST SIDE STORY** (CBS-Fox Video)
55. **BUGS BUNNY'S WACKY ADVENTURES** (Warner Home Video)
56. **SEVEN BRIDES FOR SEVEN BROTHERS** (MGM/UA Home Video)
57. **THE KILLING FIELDS** (Warner)
58. **SOUTH PACIFIC** (CBS-Fox Video)
59. **PEE—WEE'S BIG ADVENTURE** (Warner)
60. **THE TERMINATOR** (Thorn/EMI/HBO)
61. **THE BLUES BROTHERS** (MCA Dist. Corp.)
62. **ST. ELMO'S FIRE** (RCA/Columbia Pictures Home Video)
63. **JOHN LENNON LIVE IN NEW YORK** (Sony Video Software)
64. **THE GOONIES** (Warner Home Video)
65. **JAGGED EDGE** (RCA/Columbia Pictures Home Video)
66. **PURPLE RAIN** (Warner Home Video)
67. **WHITE NIGHTS** (RCA/Columbia Pictures Home Video)
68. **FRANK SINATRA—PORTRAIT OF AN ALBUM** (MGM/UA Home Video)
69. **STARMAN** (RCA/Columbia Pictures)
70. **PALE RIDER** (Warner Home Video)
71. **AUTOMATIC GOLF** (Video Associates)
72. **TINA TURNER—PRIVATE DANCER** (Sony Video Software)
73. **THE BEATLES LIVE—READY STEADY GO!** (Sony Video Software)
74. **THE JEWEL OF THE NILE** (CBS-Fox Video)
75. **A SOLDIER'S STORY** (RCA/Columbia Pictures Home Video)
76. **LIONEL RICHIE ALL NIGHT LONG** (MusicVision)
77. **THE UNSINKABLE MOLLY BROWN** (MGM/UA Home Video)
78. **THE EMERALD FOREST** (Embassy Home Entertainment)
79. **YEAR OF THE DRAGON** (MGM/UA Home Video)
80. **WHITNEY HOUSTON THE #1 VIDEO HITS** (MusicVision)
81. **ROMANCING THE STONE** (CBS-Fox Video)
82. **MAD MAX BEYOND THUNDERDOME** (Warner Home Video)
83. **KISS OF THE SPIDER WOMAN** (Charter Entertainment)
84. **A VIEW TO A KILL** (CBS-Fox Video)
85. **CLOSE ENCOUNTERS OF THE THIRD KIND—SPECIAL EDITION** (RCA/Columbia Pictures Home Video)
86. **ANIMALIZE LIVE UNCENSORED** (MusicVision)
87. **AN OFFICER AND A DUCK** (Walt Disney)
88. **TRANSFORMERS: MORE THAN MEETS THE EYE** (Family Home Entertainment)
89. **KATHY SMITH'S BODY BASICS** (JCI)
90. **CODE OF SILENCE** (Thorn/EMI/HBO Video)
91. **ANNIE** (RCA/Columbia Pictures Home Video)
92. **MISSING IN ACTION 2—THE BEGINNING** (MGM/UA Home Video)
93. **FRIGHT NIGHT** (RCA/Columbia Pictures Home Video)
94. **THE WALT DISNEY COMEDY AND MAGIC REVUE** (Walt Disney Home Video)
95. **DURAN DURAN: ARENA** (Thorn/EMI/HBO Video)
96. **WRESTLEMANIA 2** (Coliseum Video)
97. **THE SUPER BOWL SHUFFLE** (MPI Home Video)
98. **THE DOORS "DANCE ON FIRE"** (MCA Dist. Corp.)
99. **WEIRD SCIENCE** (MCA Dist. Corp.)
100. **DIAMOND LIFE VIDEO** (CBS-Fox Video)

VSDA '86 Freedom of Choice

SALES SIZZLE—Top: *Tomorrow will be another day on the charts for blockbuster "Gone With The Wind" (MGM UA Home Video),* **Middle:** *"Pinocchio" (Walt Disney Home Video) knows the way to substantial sales, left, while "Rambo: First Blood Part II" (Thorn/EMI HBO Video) scouts out the action;* **Bot** *"The Wizard Of Oz" (MGM UA) gang follows the brick road to sales.*

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Source Video Distribution Co. may not be in the business of ice cream scooping, but we are in the business of service and product delivery. Source has been dealing exclusively with video software from its beginning. Our parent company, Durr-Fillauer Medical, Inc. has been delivering goods and services since 1896. Our experience produces distribution channels unmatched in the industry, and you have our unqualified commitment to service of your video software needs.

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Accessories HOT LIST

By EDWARD MORRIS

As the VCR settles comfortably in more American homes, the variety of products supplementing it grows. Here are some of the hottest accessories:

• **VCR-Rabbit**—Transmits the video/audio signal from a single remote-controlled VCR source to up to five different TV sets. Suggested retail price: $89.95. Contact: (213) 393-9830.

VCR-Rabbit

VSDA '86 Freedom of Choice

• **Ambico Tape Maintenance System**—Cleans videotapes of dirt or erases them as it rewinds. Three different modules for erasing, cleaning or rewind only. Comes with an AC adapter. Suggested price: $149.95. Contact (201) 767-4100.

• **HE+ Universal VCR Library Boxes**—Holds either Beta or VHS tapes and covered with leather-grained vinyl finish. Comes with index labels. Suggested prices: three-pack, $4.99; six-pack, $9; 10-pack, $13.99. Contact: (405) 752-0710.

• **Mini-Vac**—Miniature vacuum cleaner for removing dust and debris from VCRs and other electronic mechanisms. Has two interchangeable wands, two fine-bristle brushes and cloth vacuum bag. Uses either AC or DC power. Suggested price: $19.95. Contact: (818) 244-6777.

• **Gusdorf Videotape Storage Cabinet**—Angela Oak finish with magnetically secured doors that can be key-locked. Holds up to 114 VHS or Beta tapes. Suggested price: $129.95. Contact: (314) 567-5249.

• **Bib Camcorder Care Kit**—Packed in shock resistant plastic carrying case. Contains an automatic head cleaner for VHS, Beta or 8mm format, combination air duster and lens cleaning brush; lens cleaning fluid; 50 sheets of lens cleaning tissues; and a soft cloth. Suggested price: $19.95. Contact: (303) 985-1565.

• **Recoton Video Care Bonus Pack**—Consists of three universal tape storage boxes and the V141 Deluxe Pro Formula Wet System head cleaner. Suggested price: $18.99. Contact: (718) 392-6442.

• **A.M. Products Videocassettes Lock**—Designed to keep unauthorized viewers from using a videocassette. Fits into one of the cassette's sprockets and locks into place with a push. Unlocks with a key. Suggested price: $4.95 for three. Contact: (716) 834-9192.

• **Lowepro Vidcam II Shoulder Bag**—Made of a Cordura nylon outer shell around 3/8-inch closed-cell foam and lined with four-ounce nylon packcloth. Has a one-inch covered foam bottom. Suggested price: $108. Contact: (303) 665-9220.

Gusdorf videotape storage cabinet

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OUTLETS

(Continued from page V-61)

less than five-employee operations) it makes more sense to buy 20 copies of "Rambo" or "Top Gun" than it does to buy even one copy of "Play Bridge With Omar Sharif."

The majors are out to change all that by wooing retailers into stocking unproven (and usually unknown) non-feature titles in hopes of achieving sell-through to specialty audiences.

"Wooing," by some retailer's definitions, translates to being muscled by distributors to buy one new self-help title for every two of the distributor's top movie titles they want. This, of course, does nothing to relieve what at times appears to be an adversarial relationship between the studios and the retailers over the matter of sales.

"Video retailers need to know more about sales," says one studio representative, while the buyer for a major video chain counters with, "Most manufacturers don't even put price stickers on their products. How are customers supposed to know they're for sale?"

Most don't.

That will most likely change as companies such as Cannon-HBO Video (who debuts a contest called "Play For Keeps" in October, which will be supported with heavy media buys) set out to turn renters into buyers, and buyers into collectors.

The major hesitation on the part of retailers to carry new self-help titles in any quantity is the lack of pre-sell that is normally associated with feature films released for the home market on videocassette. By the time a movie is released on video, it has received enormous exposure through TV and print campaigns, not to mention the publicity generated by airplay of its soundtrack and music video on MTV. Titles like "Basic Japanese By Video" (MasterVision) don't have that kind of pre-release exposure.

Even made-for videos that are video translations of best-selling paperbacks have proved, for the most part, dismal failures.

Part of the problem, distributors are discovering, is that customers who enter a video store are drawn there to rent (or buy) entertainment-oriented product. They usually don't visit a video store to see if a 'how-to' video exists on car repairs.

(Continued on page V-89)

Our Retailer Bonus Program is the video industry's new Gold Standard.

Ingram Video introduces GoldChex™ – a Retailer Bonus Program that's worth its weight in gold. GoldChex, like travelers checks, are as good as cash for merchandise, travel, lodging, food and beverages, recreation, and more. And GoldChex are honored by major airlines, car rental companies, hotels and resorts.

Ingram Video is the exclusive distributor for GoldChex in the video industry. This exciting Retailer Bonus Program lets you earn GoldChex with every catalog order. And then lets you select your own reward, whether travel or merchandise, and use it whenever you like.

A gold standard of service.

Our high level of personalized service already sets the standard for the industry. Your Ingram Video sales representatives have access to the very latest information so they keep you up-to-date on hot new releases and the best selling titles. Whether we're helping you make your selections or helping you make the most of your buying budget, Ingram's service is as good as gold.

Instant stock verification on 7,000 titles.

Now Ingram offers instant stock verification on more than 7,000 titles. And, with our tremendous inventory and the industry's highest fill rate, we offer same day shipment on orders placed by 10:30 AM your time, and 24-hour shipment on orders placed later that same day.

So take advantage of Ingram Video's new Retailer Bonus Program and you'll get a standard of personalized service that's worth its weight in gold. For more information, call toll free at 1-800-423-2260. In Tennessee, call 1-800-468-9464.

Distribution Centers: Nashville, Tennessee City of Industry, California Jessup, Maryland.

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AT LAST...

An Aerobic Program for real people.

"She's a walking encyclopedia of useful tips and encouragement. The movements are safe and simple, yet taxing enough to help you reach your aerobic threshold"
AMERICAN HEALTH MAGAZINE

NO JUMP aerobics

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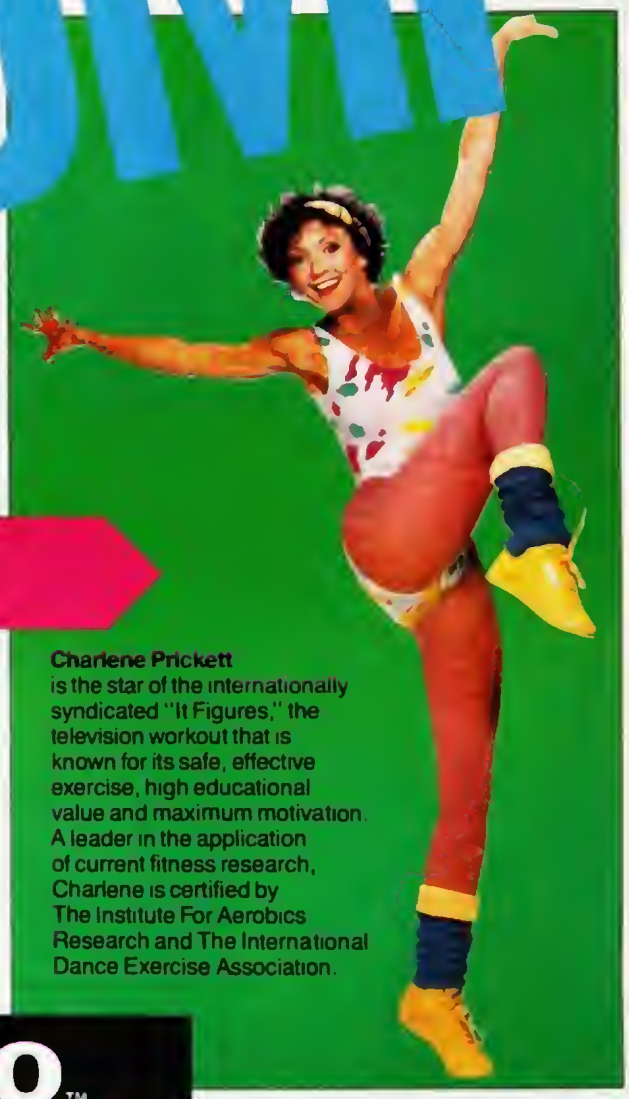

Charlene Prickett is the star of the internationally syndicated "It Figures," the television workout that is known for its safe, effective exercise, high educational value and maximum motivation. A leader in the application of current fitness research, Charlene is certified by The Institute For Aerobics Research and The International Dance Exercise Association.

Lifetime Cable Network's star of "IT FIGURES," presents a sensible program for sensible people

Suggested Retail **$19.95**

From...
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VIDEO™ TREASURES

SEE US AT VSDA—BOOTH 1207

GRANBERG

(Continued from page V-62)

hind-the-scenes factor. Anti-censorship forces had produced a commercial featuring author Stephen King but had no funding to buy air time for the spot. VSDA contributed money to enable the commercial to get exposure.

"In a campaign which many of us were sure we would lose, the people who were against this type of legislation won by a five-to-two margin," says Granberg. "Maine is a very conservative state, yet it's full of people who are free-thinkers. We were able to get that message across on TV. We see our role as supporting those kinds of efforts, which in the long run will be far more valuable to anybody that's either in the video business or the record business—anything that could be a victim of censorship."

From Granberg's perspective, the decision of whether a store will carry adult titles is clearly up to the dealer.

She does acknowledge that adult product is accounting for a smaller percentage of the home video market, as borne out by VSDA's 1985 annual member survey, which showed that roughly 50% of the group's members do not carry such product, and that adult video only accounts for 10% of the prerecorded in stores that do carry it.

"Clearly, the trend is that fewer retailers are carrying adult video," says Granberg. "Camelot Music certainly won't, and that's not just a business decision—it's a philosophical decision on the part of [Camelot president and founder] Paul David. Musicland doesn't carry adult video. And that trend is not confined to record dealers: National Video and Adventureland Video—both with over 500 stores—don't carry it. There's no question that as more titles [in all categories] come out, that adult video becomes a less significant factor in the total picture."

So, if the trend is away from adult video, why take such a strong stand on censorship?

The answer is simple. Granberg, and many members of VSDA, are sensitive to the rights of those responsible dealers who wish to carry it.

Granberg explains: "We feel that a video retailer should look at his decision to stock adult product exactly the same way that he looks at every market-

(Continued on page V-88)

Our new sales offices in Chicago, Cincinnati and Montgomery have the competition crying sour grapes.

Ingram Video is opening sales offices in 15 cities across the country. The Chicago, Cincinnati and Montgomery offices open August 15. Others will follow soon, as we continue our efforts to give you the highest level of personalized service and the competitive advantage.

You'll have new releases available when you need them.

Your local sales representatives will be there to keep you up-to-date on hot new releases. They'll help you make your selections and place your orders. And, because they're right there, they can make sure you have your new releases in the store when you need them. So you'll be able to take advantage of those first sales.

The whole Ingram team is behind you.

Our new sales offices are just an extension of the personalized service you've come to expect from Ingram. Our personal telemarketing representatives are also here to provide timely and profitable information. And to back-up your local sales representatives when needed.

All Ingram Video customers have instant stock verification on more than 7,000 titles. And, with the industry's highest fill rate, we offer same day shipment on orders received by 10:30 AM your time, and 24-hour shipment on orders called in later that same day.

So whether your personalized service comes from a local sales representative or your personal telemarketing representative, with Ingram Video you'll always have the competition crying sour grapes. Call toll free at 1-800-423-2260. In Tennessee, call 1-800-468-9464.

Distribution Centers: Nashville, Tennessee/City of Industry, California/Jessup, Maryland.

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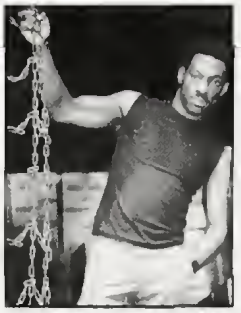
INGRAM VIDEO

TOP VIDEOCASSETTES RENTAL HIT CHART

Following is a recap chart of the top videocassette rentals during the eligibility period of Aug. 17, 1985 to Aug. 16, 1986.

1. **BEVERLY HILLS COP** (Paramount Home Video)
2. **PRIZZI'S HONOR** (Vestron)
3. **THE BREAKFAST CLUB** (MCA Dist. Corp.)
4. **GHOSTBUSTERS** (RCA/Columbia Pictures Home Video)
5. **THE KARATE KID** (RCA/Columbia Pictures Home Video)
6. **RAMBO: FIRST BLOOD PART II** (Thorn/EMI/HBO Video)
7. **AMADEUS** (Thorn/EMI/HBO Video)
8. **RETURN OF THE JEDI** (CBS-Fox Video)
9. **WITNESS** (Paramount Home Video)
10. **MASK** (MCA Dist. Corp)
11. **DESPERATELY SEEKING SUSAN** (Thorn/EMI/HBO Video)
12. **GREMLINS** (Warner Home Video)
13. **THE KILLING FIELDS** (Warner Home Video)
14. **A SOLDIER'S STORY** (RCA/Columbia Pictures Home Video)
15. **A NIGHTMARE ON ELM STREET** (Media Home Entertainment)
16. **BACK TO THE FUTURE** (MCA Dist. Corp)
17. **COMMANDO** (CBS-Fox Video)
18. **COCOON** (CBS-Fox Video)
19. **FALCON AND THE SNOWMAN** (Vestron)
20. **STARMAN** (RCA/Columbia Pictures Home Video)
21. **SILVERADO** (RCA/Columbia Pictures Home Video)
22. **THE EMERALD FOREST** (Embassy Home Entertainment)
23. **ST. ELMO'S FIRE** (RCA/Columbia Pictures Home Video)
24. **BREWSTER'S MILLIONS** (MCA Dist. Corp)
25. **PALE RIDER** (Warner Home Video)
26. **KISS OF THE SPIDER WOMAN** (Charter Home Entertainment)
27. **PEE-WEE'S BIG ADVENTURE** (Warner Home Video)
28. **LADYHAWKE** (Warner Home Video)
29. **THE SURE THING** (Embassy Home Entertainment)
30. **POLICE ACADEMY 2: THEIR FIRST ASSIGNMENT** (Warner Home Video)
31. **THE TERMINATOR** (Thorn/EMI/HBO Video)
32. **THE GOONIES** (Warner Home Video)
33. **MISSING IN ACTION 2—THE BEGINNING** (MGM/UA Home Video)
34. **MAD MAX BEYOND THUNDERDOME** (Warner Home Video)
35. **CODE OF SILENCE** (Thorn/EMI/HBO Video)
36. **FLETCH** (MCA Dist. Corp)
37. **TO LIVE AND DIE IN L.A.** (Vestron)
38. **TEEN WOLF** (Paramount Home Video)
39. **INVASION U.S.A.** (MGM/UA Home Video)
40. **ROCKY IV** (CBS-Fox Video)
41. **AGNES OF GOD** (RCA/Columbia Pictures Home Video)
42. **THE FLAMINGO KID** (Vestron)
43. **PINOCCHIO** (Walt Disney Home Video)
44. **RUNAWAY** (RCA/Columbia Pictures Home Video)
45. **A VIEW TO A KILL** (CBS-Fox Video)
46. **WEIRD SCIENCE** (MCA Dist. Corp)
47. **FRIGHT NIGHT** (RCA/Columbia Pictures Home Video)
48. **VISION QUEST** (Warner Home Video)
49. **NATIONAL LAMPOON'S EUROPEAN VACATION** (Warner Home Video)
50. **THE MEAN SEASON** (Thorn/EMI/HBO Video)
51. **JAGGED EDGE** (RCA/Columbia Pictures Home Video)
52. **A PASSAGE TO INDIA** (RCA/Columbia Pictures Home Video)
53. **GOTCHA!** (MCA Dist. Corp)
54. **STICK** (MCA Dist. Corp)
55. **DEATH WISH 3** (MGM/UA Home Video)
56. **PLACES IN THE HEART** (CBS-Fox Video)
57. **INTO THE NIGHT** (MCA Dist. Corp)
58. **SWEET DREAMS** (Thorn/EMI/HBO Video)
59. **MISSING IN ACTION** (MGM/UA Home Video)
60. **SUMMER RENTAL** (Paramount Home Video)
61. **YEAR OF THE DRAGON** (MGM/UA Home Video)
62. **SILVER BULLET** (Paramount Home Video)
63. **MRS. SOFFEL** (MGM/UA Home Video)
64. **REMO WILLIAMS: THE ADVENTURE BEGINS** (Thorn/EMI/HBO Video)
65. **PERFECT** (RCA/Columbia Pictures Home Video)
66. **BLOOD SIMPLE** (MCA Dist. Corp)
67. **LOST IN AMERICA** (Warner Home Video)
68. **2010—THE YEAR WE MAKE CONTACT** (MGM/UA Home Video)
69. **A CHORUS LINE** (Embassy Home Entertainment)
70. **MICKI & MAUDE** (RCA/Columbia Pictures Home Video)
71. **BABY . . . SECRET OF THE LOST LEGEND** (Touchstone Home Video)
72. **PORKY'S REVENGE** (CBS-Fox Video)
73. **A NIGHTMARE ON ELM STREET 2—FREDDY'S REVENGE** (Media Home Entertainment)
74. **MY SCIENCE PROJECT** (Touchstone Home Video)
75. **FRIDAY THE 13TH, PART V—A NEW BEGINNING** (Paramount Home Video)
76. **PROTOCOL** (Warner Home Video)
77. **THE BEST OF JOHN BELUSHI** (Warner Home Video)
78. **VOLUNTEERS** (Thorn/EMI/HBO Video)
79. **D.A.R.Y.L.** (Paramount Home Video)
80. **POWER** (Karl-Lorimar Home Video)
81. **BLACK MOON RISING** (New World Video)
82. **THE JEWEL OF THE NILE** (CBS-Fox Video)
83. **CAT'S EYE** (Key Video)
84. **LIFEFORCE** (Vestron)
85. **EXPLORERS** (Paramount Home Video)
86. **SECRET ADMIRER** (Thorn/EMI/HBO Video)
87. **WHITE NIGHTS** (RCA/Columbia Pictures Home Video)
88. **MY CHAUFFEUR** (Vestron)
89. **THE COTTON CLUB** (Embassy Home Entertainment)
90. **THE RIVER** (MCA Dist. Corp)
91. **REAL GENIUS** (RCA/Columbia Pictures Home Video)
92. **JUST ONE OF THE GUYS** (RCA/Columbia Pictures Home Video)
93. **JOHNNY DANGEROUSLY** (CBS-Fox Video)
94. **TWICE IN A LIFETIME** (Vestron)
95. **KING SOLOMON'S MINES** (MGM/UA Home Video)
96. **THE HEAVENLY KID** (Thorn/EMI/HBO Video)
97. **PLENTY** (Thorn/EMI/HBO Video)
98. **ONCE BITTEN** (Vestron)
99. **CREATOR** (Thorn/EMI/HBO Video)
100. **THE MAN WITH ONE RED SHOE** (CBS-Fox Video)



VSDA '86 Freedom of Choice

WHO ARE YOU GOING TO CALL FOR RENTAL ACTION? Top: *"Ghostbusters" (RCA/Columbia Pictures Home Video);* **Middle:** *"Beverly Hills Cop" (Paramount Home Video), left, and "Back To The Future" (MCA Dist. Corp.);* **Bottom:** *"Prizzi's Honor" (Vestron)*

The Money Pit Is A Gold Mine

Here's your chance to invest in a real hot piece of property. It's *The Money Pit* from MCA Home Video.

Brilliantly directed by Richard Benjamin, *The Money Pit* is a Steven Spielberg presentation that stars Tom Hanks and Shelley Long as the couple who start off deeply in love and end up deeply in debt.

So, if you want to laugh all the way to the bank, take in the movie that brought down the house. Just contact your nearest MCA Distributor today and get *The Money Pit* from MCA Home Video.

SOON AVAILABLE ON VIDEOCASSETTE

Color/1 Hr. 31 Mins./ PG
Suggested Retail Price: $79.95
HiFi Stereo Surround
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Pre-Order Cut Off Date: Sept. 18, 1986
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TOM HANKS SHELLEY LONG

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A RICHARD BENJAMIN Film

"THE MONEY PIT" ALEXANDER GODUNOV MAUREEN STAPLETON WRITTEN BY DAVID GILER
MUSIC BY MICHEL COLOMBIER DIRECTOR OF PHOTOGRAPHY GORDON WILLIS, A.S.C. EXECUTIVE PRODUCERS STEVEN SPIELBERG AND DAVID GILER
PRODUCED BY FRANK MARSHALL KATHLEEN KENNEDY AND ART LEVINSON DIRECTED BY RICHARD BENJAMIN

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Real Horror VIDEO PIRATES STALK JAPAN

By SHIG FUJITA

There has been a slowdown in the growth of videocassettes, but the growth in videodisks is more than making up for the slowdown. However, the biggest problem facing the video software industry is the problem of pirated cassettes.

The Japan Video Assn.'s Video Anti-Piracy Organization and the Motion Picture Assn. of America's (MPAA) Japan Federation Against Copyright Theft (FACT) are warning videocassette rental outlets against handling pirated videotapes and taking legal action against dealers who continue to handle pirated tapes.

Although most pirated tapes are dubbed from legitimate videotapes, an increasing number are being dubbed from videodisks, resulting in better picture and sound quality, and the Japan Video Assn. is understandably worried on this point.

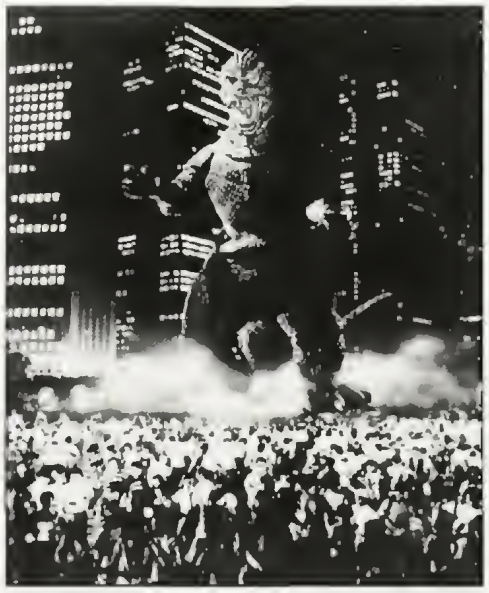
Jusaburo Kamei, secretary-general of the Japan Video Assn., says the Video Anti-Piracy Organization have sent eight cases to prosecutors, including four in Tokyo, involving the production and sale of pirated tapes. Over 100 other rental outlets have been warned and have surrendered illicit tapes.

Japan FACT was established in February, 1986 because the MPAA believed it had to take direct action to cope with this fast-growing problem. It carried out a check of rental outlets in March and April and confiscated 4,000 pirated videotapes.

Yoshiaki Aihara, director of investigations for Japan FACT, says the average number of pirated tapes handled per outlet was 200, but some had as many as 1,500. The totals were only of movies from MPAA member companies.

Aihara says another bad aspect of the video piracy trade in Japan is that hardware shop owners tape off TV or make copies of movie videotapes and use the tapes as give-away premiums when selling VCRs.

JVA's Kamei points out that the police had appointed special agents in April this year to check on bogus copies, including pirated tapes, so the JVA is hopeful that police can clamp down on the pirates



"Godzilla '85" or Bootleggers '86?

who are obviously well organized with full-scale printing facilities. Many of the pirated tapes have jackets printed in full color so accurately that it's difficult to tell them from the legitimate tapes.

Another problem coming up is the imposition of a 5% tax on videotapes beginning Oct. 1. The tax must be paid by the manufacturer on the wholesale price.

Whereas prerecorded videocassettes sold in 1982 jumped 107% from 5.3 billion yen in 1981 and then 106% from 11 billion yen in 1982 to 22.5 billion yen in 1983, the growth in 1984 dropped to 45% (32.6 billion yen) and in 1985 to only 14% (37.4 billion yen).

Also, the sales of videocassettes, which accounted for 57.8% of total sales of the video software industry in 1983, dropped to 39.5% in 1984 and to 28.8% in 1985.

On the other hand, videodisk sales have jumped from only 10.1% in 1983 to 43.1% in 1984 and to 57.1% in 1985.

Videodisk sales in 1985 were worth 74.2 billion yen, just double the sales of videocassettes.

Despite the slowdown in VCR shipments and in videocassettes, a consumer poll carried out by the Fuji Bank in connection with the winter bonus in 1985 showed that among the items that people wanted to purchase, VCRs were second and camcorders were eighth among single males and VCRs were fourth and camcorders were ninth among housewives. Consequently, potential demand for videocassettes should increase.

As of the end of 1985, the JVA's 54 member firms had over 7,500 titles in their catalogs.

The JVA had contracts with 3,000 videocassette rental outlets and believes there are another 3,000 outlets which must be induced to sign contracts. In Japan sales far outweigh rentals, and the JVA and MPAA are working hard to increase the percentage

(Continued on page V-83)

VHS

Official Licensee of Victor Company of Japan, Limited (JVC)

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Crest Cassette offers our customers the following professional services performed in their entirety at our state of the art facilities.

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Crest loads high quality, licensed VHS, duplicator grade tape into precision molded housing. Standard and Custom lengths available for VHS and Beta formats. NO MINIMUM ORDERS.

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of
VSDA

ELECTION

(Continued from page V-62)

purposes. "It was becoming a circus," says Rudy Neely, elected last year to a two-year term and put through the ordeal of the tie vote. Neely was picked to head the VSDA nominating committee which chose in addition to Barnako, Morowitz and Savage, suburban Chicago store owner Brad Burnside, and Mobile retailer Bob Smith.

Instead of having delegates buttonholed all over the convention and officers involved in endless procedural wrangles, VSDA this time out published a special edition of its newsletter with extensive biographies and statements of the candidates. Vying independently are: Ed Empey from Washington State; Ventura, Calif. retailer Jim Salzer; Honover, Mass. dealer Richard Tedeschi; retailer Louis Epstein of Cincinnati; Reuben Sturman, Cleveland; and Joan Weisenberger, a Riverside, Calif. shopkeeper, and only incumbant other than Barnako and Morowitz

Some delegates seem satisfied with the format. Empey says he decided against a mailing "because of the cost but also I felt I could stand on my statements in the ballot newsletter." Empey, who heads his local VSDA chapter, made only one campaign hop, to a VSDA chapter meeting in Portland.

This is the first year VSDA candidates are seen making geographical appeals. Empey, Burnside and Tedeschi all sought local support.

Topping the suspense this year is whether or not Reuben Sturman will win a board slot. No candidacy has ever caused as much stir.

Little known even to VSDA insiders until the adult video issue surfaced in 1983, Sturman was first identified as chairman of General Video of America, a giant adult distributor in Cleveland, where he has been indicted by a grand jury for tax evasion and the subject of sensational media attention. Sturman, 60, has actively sought a role in VSDA. He submitted a candidacy petition last year with detractors in the trade group charging it contained erroneous names. It was also late. This year, Sturman gathered 36 petitions, 16 more than necessary and made sure it beat the deadline.

Reportedly, efforts were again made to disqualify the petition on grounds General

(Continued on page V-87)

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Spanish Tapes
¿USTED SE HABLA DE VIDEO?

By LUIS VEGA

The Spanish-language videocassette business continues to grow slowly by penetrating small retail stores and some big chains, increasing its catalog, and improving the appearance of their product. Still many manufacturers and distributors feel they are facing a marketplace that overlooks their goods and underestimates their worth. As a result, they have established the Spanish Home Video Assn.

"We believe there are some misconceptions about Spanish-language videocassettes that might be hampering the expansion of our business. The association will provide us a tool to clarify some wrong impressions by providing a realistic image of the industry," says David Quintero, vice president of marketing for VideoVisa, Beverly Hills. VideoVisa is one of the top national distributors of Spanish-language videocassettes. "With a clear set of goals these minor obstacles can be solved within a year.

"Together we will be able to make better use of our resources, educate the marketplace about the profitability of our product, fight piracy, and raise awareness about the quality of the goods we have to offer."

The top distributors of Spanish-language videocassettes are: Million Dollar Video, VideoVisa, Madera Cine Video, Video Latino, Mex. Corp. Video, Tilsa Ent., Veprim, Condor, and Isela Vega Video. Most are located in Los Angeles since the majority of their product consists of popular Mexican films and L.A. is their best market.

"Raices Eternas" (Audio Visual Concepts)

Latinos enjoy action-adventure films, comedies and musicals. VideoVisa's "La India Maria" is a favorite. Maria is a Mexican hillbilly whose movies follow her through new experiences in the big city and a male-dominated society, sort of a "mestizo" Goldie Hawn. Vicente Fernandez, a popular actor and singer, is Million Dollar's top grosser.

"For Latinos, video is the most affordable option they have when selecting how to spend their entertainment dollar. Latino households being bigger than average makes buying a VCR a better investment than taking the family to the movies," explains Gerardo Dominguez, Million Dollar Video's marketing director. "Therefore VCR penetration among Latinos is higher than what people believe. Accordingly, they visit the video store more frequently."

"Still some retailers are reluctant to carry Spanish product. Even though in metropolitan areas like L.A., where the Latin population is close to 40%, their potential market is huge," adds Quintero. "The association is willing to advise businesses and help familiarize employees with our product."

"The small mom and pop stores in each neighborhood are the ones reaping benefits from the underserviced Latin market," says Isela Vega, president of Isela Vega Video. Vega, a well known Mexican actress and producer, opened her own office to distribute her movies in videocassette. "The big chains want 'corporate talk,' the small stores talk business. The irony is that in L.A. many of the small stores are owned by Orientals who don't speak Spanish or know the catalog, but they've hired Latinos from the neighborhood to buy the product and service their clients."

Isela Vega co-stars in "El Secuestro De Lola" sequel to '85 hit, "Lola La Trailera" (Isela Vega Video).

"In my neighborhood my father always went to the store where people spoke Spanish," says Jess Rodriguez, Madera Cine Video's marketing director. "This way, if the store doesn't have in stock what the customer wants, the employee can make other suggestions and still make a sale. For this to happen the person needs to know the catalog."

This redistribution of expendable income from movie theaters to home video has not only affected the major Hollywood studios, but also the smaller and vulnerable Mexican film industry. Executives on both sides of the border are busy restructuring strategies.

> ***'For Latinos video is the most affordable option they have when selecting how to spend their entertainment dollar.'***

"Originally, our company had only a theater chain, then we started producing our own movies, the logical step was to transfer them to video tape and distribute to the home market. We started eight months ago and have grown 100% since then," says Dominguez. "The need for product was bigger than we expected, so for now we have the capacity to distribute only our own product."

"Video is the latest craze to hit the Mexican film industry. As a producer it made more sense to go into business myself than to sell my movies to another distributor. The concept is still new and it is the right time to get involved," says Isela Vega. "Since I have name recognition as an actress it is easy for me to introduce my product to retailers. Like them, I'm an entrepreneur and they tend to identify with my venture."

Since the majority of the business continues to be rentals, all the companies contacted are developing original programming in Spanish that will help generate sales. But while the Anglo market tends to go toward self-improvement ("Jane Fonda's Workout") the Latin trend focuses on marketing their cultural identity.

"Under our educational division we distribute 'Memorias de un Mexicano,' a documentary about the Mexican Revolution made entirely with exclusive original footage shot by Salvador Toscano from 1904 to 1924," explains Jess Rodriguez from Madera Cine Video. "Available both in English and Spanish. It captures the reality of war-torn Mexico during one of the most important revolutions in Latin American history."

"Raices Eternas," winner of the silver award at this year's Houston International Film Festival, will also be available in videocassette form by Audio Video Concepts in Puerto Rico. The film represents the colonization of Puerto Rico by the Spaniards in 1493 and took six years to be completed. Noel Quinones, the producer-writer-director, is already working on his next project about pirates in the Caribbean.

While in Costa Rica, Roxana Bonilla acted, produced and wrote "La Negrita" a story of love and faith based on a local legend. "La Negrita" tells the story of a peasant woman, Juana Pereira, and the apparition of the Virgin in 1635.

"The video market facilitates the production of this type of film, dealing with historic moments, because many individuals and institutions will want to keep a copy of the film as a visual document of their history. Buying them as they buy encyclopedias," says Bonilla.

The burgeoning Spanish-language videocassette market is allowing small independent producers to create and accomplish projects they couldn't afford before and bigger ones to segment audiences and produce specifically for them. Consequently, VideoVisa offers English courses, "Follow Me," for Spanish speakers. Isela Vega plans to start to produce classic Spanish plays for the home market. Madera Cine Video is currently producing "Choices" a series of video cassettes exploring the problem of drug addiction "because 80% of substance-abuse young people are minority children."

"Based on research we found out that children like to see the same program or movie more than once. So their parents are more inclined to buy a videocassette than to rent," explains Rafo Muniz, president of Magia Latina. "By producing children's programming I'm making sure my videocassettes will be sold instead of rented. 'El Bosque Encantado,' a musical, is my first project. I'm already involved in the editing process."

As video stores continue to slowly open up to quality Spanish-language product, Latinos on the other end of the spectrum continue to organize themselves for the bonanza they all seem to see coming.

Vicente Fernandez in "Tacos Al Carbon" (Million Dollar)

SUMMER SALES BOOM CONTRADICTS 'DOG DAYS' CONSENSUS

'Movies are cyclical. Three months from now 'Rambo' will be just another title, and its rental and sales potential will go way down. A video on home car repairs will be with us for a long time, though, because people will always have cars.'

By KEN JOY

As summer draws to a close, video retailers are coming off a three-month high of sales and rentals that contradicts the general consensus that the period from June through August is a bust in terms of rental and sales of video product.

Although all of the figures aren't in, retailers across the U.S. have seen a tremendous increase in sales and rental traffic over the same period last year when the average monthly rental per store was over 6,600 units. That figure could be up as much as 20% when all activity is totaled.

Part of the increase can be attributed to the growing number of homes with VCRs (currently estimated at one third of all homes in the U.S.), and part to the retailers themselves who have begun to aggressively court the video consumer and are making tremendous efforts to increase the percentage of product that sells through to consumers as opposed to product that remains chiefly rental fodder.

Retailers are beginning to move away from viewing the consumer as a novelty buyer, and are looking at him more as a segment of the market that has the potential of being built into the same loyal buying base that most bookstores now enjoy.

As a result, video retailers are no longer content to wait for the customer to come to them, and are instead, reaching out to them in record numbers, using computerized files of customer rental and purchase histories to aid them in sophisticated target marketing.

Erol's, the largest video chain in the East with 98 outlets, publishes a video magazine that is sent to over 400,000 customers per month. The periodical highlights not only new titles for rental, but also product that ranges from entertainment to 'how-to' tapes which can be purchased.

"We believe in selling tapes like books," says Ron Castell, vice president for the chain. "We want to service the utility of the VCR, which we believe goes much further than just its ability to play back prerecorded entertainment. The VCR can be a teaching tool to convey a wide array of knowledge and information to consumers who know how and where to get it."

Castell says the chain doesn't carry every title available, but they review everything that is released, and carefully choose a mix of both entertainment and 'how-tos' that are made expressly for the home video market.

"Movies are cyclical," Castell explains. "Three months from now 'Rambo' will be just another title, and its rental and sales potential will go way down. A video on home car repairs will be with us for a long time, though, because people will always have cars."

Home repair "Made Easy" on Karl-Lorimar.

Music videos, by far, carry the highest sell-through potential of any category (eclipsed only by exercise videos) because of their high visibility and promotability in the media, and because of their less than $20 price tag which places them a good third below the nearest priced feature film.

Although retailers are happy to sell a customer any video they wish to buy, video store managers still display a reluctance to push sales at the risk of cutting into their lucrative rental market.

Retailers make less than $10 on each video title sold at $39.95 retail, making it more economically advisable for them to promote renting a title which can net them hundreds of dollars in profit for the same $30 investment.

This is not to say that sales are being ignored altogether. In fact, for retailers who are also in the business of selling records, videos are a natural sales tie-in, and can contribute quite handsomely to the overall profit picture.

More and more, retailers are moving videos out of the "video section" and onto the floor next to the records themselves. Movies which have soundtrack albums on the charts are placed next to those albums, giving the consumer an incentive to buy the movie when he had really come in only to buy the soundtrack.

The same is holding true for classical, jazz, country, rock and even gospel music videos which are being placed next to their respective albums on the sales floor.

This "passaround" concept of placing video product within actual physical reach of the consumer is increasingly replacing what is known as the "fetch" concept whereby customers take the empty box of the video they want to rent or buy to a clerk who then "fetches" it from shelves placed behind the sales counter. Sales, accordingly, are increasing with the passaround method.

"It works with records and tapes," says Joe Medwick, marketing director for Tower Records. "When customers can take the actual product off the shelf for themselves—one that has the price marked right on it—they are more apt to buy than if they have to wait in line to ask how much it costs."

Additionally, many retail salespeople are being instructed to ask customers who approach the sales counter with a video in hand if they wish to rent or buy the title they've chosen. This, too, increases sales.

"It's amazing how many customers don't realize that videos are for sale," says Medwick. "It's time video stores start educating the public about what's available instead of just waiting for them to walk through the door and assume they know what they want or what's available."

JAPAN

(Continued from page V-80)

of rentals.

The number of titles available on LaserVision and VHD videodisks as of the end of 1985 was approximately 2,800. As of June 30, Pioneer said it had 3,335 LaserVision videodisk titles and that it is producing 800,000 videodisks a month.

Production of videodisks totaled 12,340,000 in 1985, and of the total 60.5% consisted of "karaoke" singalong videodisks. Foreign movies accounted for 17.7%, while animation films accounted for 4.6% and Japanese movies for 2.4%. Music videodisks came to 9.1%, including Japanese music at 4% and international repertoire music at 5.1%.

Victor said that VHD videodisk titles will total 3,136 as of Sept. 5, 1986, and will increase to 3,400 by the end of the year. It produced 6.5 million videodisks in 1985 and expects to produce 8.5 million this year.

As for the new 8mm videocassettes, more than 200 releases from 28 countries are now available in Japan, with music video titles accounting for almost half the total. By year's end, the overall number of releases is expected to top 300.

The 96 music videocassettes include 46 featuring international artists, 25 featuring Japanese acts and 12 "karaoke" singalong tapes. Hiroaki Ishikawa, Sony Videosoftware International's director of development and business affairs, says that by the end of 1986, 100 record outlets and 200 electrical stores will carry 8mm product. A promotion campaign, running through the fall, has placed special demonstration racks in record outlets, with 8mm players in operation to showcase the quality and availability of product in the new format.

JVA's Secretary-General Kamei points out, however, that 8mm home decks must become popular before 8mm software will sell. Presently, 8mm hardware is concentrated on 8mm camcorders, and people tend to consider 8mm cameras for recording only.

TOP VIDEODISKS HIT CHART

Following is a recap chart of the top-selling videodisks during the eligibility period of Aug. 17, 1985 to Aug. 16, 1986.

1. **THE KARATE KID** (RCA/Columbia Pictures Home Video)
2. **BEVERLY HILLS COP** (Paramount Home Video)
3. **GHOSTBUSTERS** (RCA/Columbia Pictures Home Video)
4. **RETURN OF THE JEDI** (CBS-Fox Video)
5. **STARMAN** (RCA/Columbia Pictures Home Video)
6. **THE KILLING FIELDS** (Warner Home Video)
7. **2010—THE YEAR WE MAKE CONTACT** (MGM/UA Home Video)
8. **SILVERADO** (RCA/Columbia Pictures Home Video)
9. **WITNESS** (Paramount Home Video)
10. **BACK TO THE FUTURE** (MCA Dist. Corp.)
11. **MASK** (MCA Dist. Corp.)
12. **GREMLINS** (Warner Home Video)
13. **PALE RIDER** (Warner Home Video)
14. **COCOON** (CBS-Fox Video)
15. **THE RIVER** (MCA Dist. Corp)
16. **A VIEW TO A KILL** (CBS-Fox Video)
17. **MAD MAX BEYOND THUNDERDOME** (Warner Home Video)
18. **COMMANDO** (CBS-Fox Video)
19. **POLICE ACADEMY 2: THEIR FIRST ASSIGNMENT** (Warner Home Video)
20. **DUNE** (MCA Dist. Corp.)
21. **MISSING IN ACTION** (MGM/UA Home Video)
22. **TEEN WOLF** (Paramount Home Video)
23. **PEE-WEE'S BIG ADVENTURE** (Warner Home Video)
24. **JAGGED EDGE** (RCA/Columbia Pictures Home Video)
25. **A SOLDIER'S STORY** (RCA/Columbia Pictures Home Video)

COMING ATTRACTIONS '87

This year's big screen contenders are next year's hot video titles, and, looking over the field, it's easy to understand why dealers are gazing into the future, chiming, 'Wait till next year!' Meanwhile, the question is, who will land these mega-hits and rule the home video roost?!

VSDA '86 Freedom of Choice

CAN YOU NAME THESE RENTAL AND SALES STOPPERS?

Turn to page V-92 for the answers.

ADULT

(Continued from page V-70)

incursions against adult video. In Chapel Hill, Messenger stood his ground. "We worked out some standards with the District Attorney, nothing about animals, incest, children, basically subjects we would never be involved with anyway. We fought it there because we considered Chappel Hill a college town, more liberal. Still, the stores there only have an inventory of 5% adult and it's only 8% of rental volume."

Messenger argues that while there are pockets around the country where adult video is an important category, by and large retailers should "realize the business has changed. There are too many successful stores today that do not carry adult."

Indications are that many inside VSDA view the increasing conservative mood as exemplified in the Meese Report and continuing prosecution with some alarm. VSDA is known to be circling its wagons to some extent by seeking liaisons with other groups. No one at the top level with the group will discuss it for fear of signaling elements of strategy. Among such groups rumored to be contacted are the First Amendment Lawyers Assn. and the American Civil Liberties Union. Ironically, some groups VSDA is said to have contacted are religious organizations, strange allies, but worried that First Amendment encroachment could at some point threaten religious freedoms.

Among those feeling the Meese Report will embolden prosecutors and conservative groups is John Weston, prominent in many cases including Supreme Court suits. Attorney with Los Angeles law firm Brown, Weston & Sarno, Weston says, "The report is not very persuasive. The media has pretty well revealed this, but [conservative] groups looking for justification have someplace to go now."

Making a direct link is Michael Goode, Video Etc., Memphis, involved in a sensational search of 24 various Memphis stores April 17 of last year with FBI agents. Goode says though he was charged at the time, "my trial is just coming up. It's like it's timed with the Meese Report."

Relatively new in the adult video battle is the involvement of VSDA members fighting back and out front. Messer sees this as a good sign. He wrote an editorial in the Cincinnati Enquirer July 7. Heretofore avoiding local media attention after the sensational trials, Messer took issue with the newspaper's editorial noting certain reversals of the conservative mood around the country as in a referendum in Maine rejected by a high percentage.

One of the most combatant video groups is the Arizona Video Tapes Rights Coalition formed in March 1985 by Linda and Art Lauer, Starlight Video/General Video of Phoenix, Ariz. The Arizona city has been "under seige," according to Lauer, who won a seat on VSDA's board last August as an officially nominated candidate. Lauer says the coalition is presently fighting a state statute she considers "severely threatening." This past May 13, Starlight along with four other stores brought suit against Maricopa county attorney Tom Collins.

Meanwhile, adult video and the surrounding hubbub seems certain of influencing VSDA's election. Three candidates have direct links to the issue, among them Arthur Morowitz, a founding VSDA director and current vice president. Morowitz, an officially nominated candidate and enormously popular in VSDA, heads a vertical company involving 15 stores (Video Shack), eight distribution branches (Metro Dist.) and A&H Video Sales. Morowitz and a partner, Howard Farber, owned adult theaters and moved into program production prior to bowing Video Shack in 1979. A&H today represents such adult lines as Video-X-Pix, Hand In Hand, Quality X and Collectors.

Two independent candidates for a VSDA post strongly affiliated with adult video are Lou Epstein and Reuben Sturman. Epstein heads seven store chain Video Showplace, Cincinnati, and is a member of VSDA's First Amendment committee. Sturman cites his affiliation as executive vice president 15-store Cleveland chain Visual Adventures though his campaign mailing alludes to his role with General Video of America. Sturman says he consults General Video.

Actually, Sturman's candidacy has caused a stir inside VSDA and focused that much more attention around the adult video issue. Sturman is under a federal indictment for tax evasion and is mentioned repeatedly in the Meese Report, at one point alleged to be the top supplier of pornography in the world.

PRODUCTION

(Continued from page V-71)

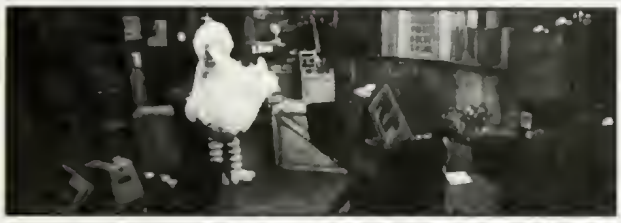
cause the windows can be much tighter now." Along with other forces, this is part of a larger trend, throughout the entire era of TV, of film production becoming more like the production of TV dramatic series.

Is the VCR changing the content of feature films?

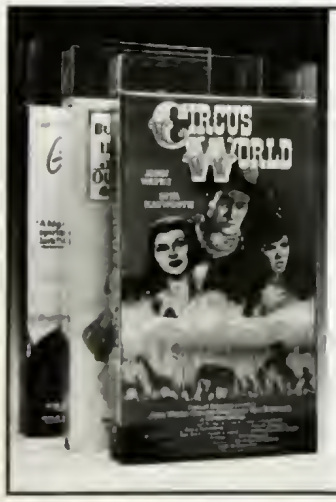
"It seems to take more and more guts for directors to frame things for the big screen," says film and TV editor Mark Miller ('The Enforcer,' 'Blood Simple.') "You know: it's more closeups, less long shots."

As TV receivers continue to be priced more as commodities and the average screen size gets bigger (a trend notable each year in the EIA's hardware sales statistics), the long shot may yet reassert itself in motion pictures. Other long-term trends may be less apparent. Producer David Wolper, interviewed before the Liberty Weekend extravaganza, clearly had its ilk in mind in commenting, "Shows that have only been marginal, low-budget productions for broadcast or the theaters can really come to center stage because of videocassettes. [Programming for home video is] like TV in that people want the feel of a true event. It's like theatrical in that it's a one-time show, you don't need a series. Look at the Royal Wedding, I understand that did tremendously well on tape. You'll see more of that kind of thing."

Indeed, Wolper's Liberty tape is already pre-selling to consumers quite nicely in this reporter's neighborhood.



"My Sesame Street Home Videos" (Random House Home Video).



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The Word Is Out!

Video Insider recently asked retailers across the country which sports titles have done well for them. Their responses are reprinted here as they appeared in the July 21st SPEAK OUT column.

EROL'S - Debbie Fitzgerald
Springfield, VA
"Wrestling tapes by far rent the best. Our sports section is mostly wrestling tapes..."

MOVIE MART - Lloyd Schuh
Fort Smith, AR
"Wrestling is about the only sports genre that both rents and sells well. We do no other promotion than an in-store display for sale... Basically our sports tapes are for sell-through..."

THE VIDEO STORE - Tim Dawson
Chicago, IL
"We have a separate section for sports. The best are the Coliseum wrestling tapes..."

VIDEO CORNER - Nate Sherer
N. Versailles, PA
"Wrestling tapes do extremely well here. We don't have to promote them..."

And from the May issue of ***VIDEO STORE***, a RITE AID spokesperson said,
"Each time we expanded the selection, people snatched them up."

COLISEUM VIDEO®
THE HEAVYWEIGHT CHAMP IN SPORTS VIDEO!

HOT FALL

(Continued from page V-6)

nounced campaigns with strong movies ranging from $20 to $30 suggested list.

At this point in time, the blockbuster cotters have dried up with the remaining two legitimate contenders for that honor being Universal's "E.T.," (which would most likely appear on MCA Home Video but don't hold your breath despite what Roger Ebert says in his "Movie Home Companion"), and Paramount Home Video's "Indiana Jones And The Temple Of Doom." Plunk down your chips on Indy this year.

The smart money says that Steven Spielberg will keep the home video wraps on his little extraterrestrial for an indefinite period of time, but given Paramount's bold track record, "Indiana Jones And The Temple Of Doom" should be available in the fall at a sell-through price point (probably $29.95).

Among some of the known (at presstime) major titles which have been slated tor release in late summmer/fall are: "F/X" and "The Holcraft Covenant" (HBO/Cannon Video), "Moonlighting" (Warner Home Video), "Out Of Africa" (MCA Home Video), "White Nights" and "Murphy's Romance" (RCA/Columbia), "Runaway Train (MGM/UA), "Down And Out In Beverly Hills" and "Sleeping Beauty" (Walt Disney Home Video/Touchstone Home Video), "The Clan Of The Cave Bear," "Target," "Enemy Mine," and "Iron Eagle" (CBS-Fox); "Indiana Jones And The Temple Of Doom," "Pretty In Pink" and "Gung Ho"(Paramount); "Labyrinth" and "Best Ot Times" (Embassy), and "Trouble In Mind" (Charter/Embassy); "House" (New World), "The Otficial Story" (Pacitic Arts), and "Pirates" (IVE).

As was true last year, one important anomaly about the home video business is that a number of films that didn't dent the box office in a major way are often "sleepers" in home video.

Thus, here is Billboard's second annual pre-VSDA fall video product sweepstakes wrapup, predictions and longshots—based on a national snapshot of dealers, distributors and analysts. What is announced for fall release is still open to speculation, but everyone interviewed has their own Win, Place and Show analysis.

• **WALT DISNEY HOME VIDEO:** Look out! Six million dollars is being earmarked for the company's largest promotion to date. For the week of August 2, the company had the all of the top 10 positions on Billboard's Top Kid Video Sales chart. Don't look for a slowdown in that momentum. "Sleeping Beauty" will be the company's big family and children's gun, while "Down And Out In Beverly Hills," on Touchstone Home Video with its late September street date, will develop into a major fall title. Don't discount Touchstone's "Off Beat," a recent comedy with an August arrival date. Also being offered at $29.95 are "The Sword And The Stone," "Robin Hood," "Pinocchio," "Dumbo" and "Alice In Wonderland." Some hot live action tilms such as "Mary Poppins," "Pete's Dragon" and "Treasure Island" will also be ottered at $29.95. Other Disney product will carry $19.95 (such as "Jiminy Crickett's Christmas") and $14.95 (such as "Mickey's Christmas Carol") price points. A powerful lineup, a winner at every window.

• **WARNER HOME VIDEO:** Dealers would love to see "The Color Purple" give them a white Christmas before the end of the year, but WHV could save that for the first quarter. Other likely 1987 candidates with outside 1986 shots are Prince's "Under The Cherry Moon"and Sylvester Stallone's "Cobra." Newer theatrical titles with strong tall potential include "Spies Like Us," "Wildcats" and "Police Academy III," as well as the more recent "Moonlighting." While a second "Best Of John Belushi" volume might be desirous (it racked up something on the order of 200,000 plus units), WHV will be even more inventive with "The Best Of Dan Aykroyd," hoping it will build the same way Belushi did. September sees "The Cousteau Odyssey Video Treasures," 10 shows from the "The Cousteau Odyssey Series" at $24.95 each, which could do very well given consumer desire for well-done, high-level TV fare. WHV has had a strong year with on-going theatrical and kid vid promotions.

Sizeable numbers in the last year have come from such movies as "The Killing Fields," "Gremlins," "The Goonies," "Mad Max Beyond Thunderdome," "Police Academy II," "National Lampoon's European Vacation," "VisionQuest," "Ladyhawke," "Pale Rider" and "Pee-Wee's Big Adventure," "Sesame Street Presents Follow That Bird," as well as the more recent "Revolution" with Al Pacino. The "Warner Wins The West" promotion, tied to the release of "Pale Rider" (14 titles such as the restored "Wild Bunch" and "The Outlaw Josey Wales" at $29.98) resulted in a bonanza of 175,000 plus units. Another successtul promotion was keyed into "National Lampoon's European Vacation" and "Pee-Wee's Big Adventure" ("Comedy A-Z," which teatured 25 titles at $24.98 doing more than 700,000 units). Also keep an eye on the children's "Kid'n'Caboodle" promotion, 16 titles from $14.95 each in October. Warner's holiday promotion is called "The Best Of The Lot," 21 titles at $24.98 each. Titles include: "Gremlins," "The Road Warrior," "Superman: The Movie," "Dirty Harry," "The Shining," "The Killing Fields," "Chariots Ot Fire," "Pee-Wee's Big Adventure," "Body Heat," "Greystoke: The Legend of Tarzan," "Rebel Without A Cause," "The Bugs Bunny/Road Runner Movie," "Deliverance," "Bonnie And Clyde," "The Exorcist," "The Wild Bunch," "Enter The Dragon," "All The President's Men," "Clockwork Orange," "The Music Man," and "This Is Elvis." All in all, potent entries.

"A Nightmare On Elm Street 2, Freddy's Revenge" (Media Home Entertainment).

• **PARAMOUNT HOME VIDEO:** Blockbuster "Indiana Jones And The Temple of Doom" at its low sell-through price will undoubtedly make a quick jump to the top of the charts. That follows on the heels ot such other hot titles as "Gung Ho," "Young Sherlock Holmes," "Lady Jane," and "Pretty In Pink" as well as the 20-by-20 Christmas promotion—keeper titles at $20. Add it up and PHV has a very strong winning hand. "Beverly Hills Cop" at $29.95 and the more rentable "Witness" ($79.95) kept the company at the upper ends of the sales and rental charts in recent months, while the company has also fared well with on-going catalog promotions. The "Star Trek" TV episodes, as well as movies, also keep churning major numbers. Look for trekkers to gobble up "The Cage" this fall, the original black-and-white, never-before-seen TV pilot. Next year, the studio will have plenty of top attractions to choose trom, including "Top Gun," "Ferris Bueller's Day Ott," "Heartburn" and others. Breaks out of the gate with maybe the strongest frontrunner.

"The Best Of Comic Relief" (Karl-Lorimar).

• **CBS—FOX VIDEO:** Theatrically, CBS-Fox seemed to be rolling out at least one potent title per month in 1985. "Return Of The Jedi," "Rocky IV," "Commando," and "Cocoon" were early year chart winners while June saw "The Jewel Of The Nile," July announced "Enemy Mine" and "Iron Eagle," and August revealed "The Clan Of The Cave Bear" as well as "Target." Look for more tuel on the Five-Star promotion tire to follow up what has become a major catalog force now. Tip: Look for major action on the original, now lower-priced "Alien" based on the current smash boxoffice attraction "Aliens," the gut-wrenching sequel. What a title to look forward to in late 1987 or later! On the music video side, check out the Bob Dylan/Tom Petty "Hard To Handle: True Confessions," concert cassette, Billy Joel's first video clip compilation, the Wham! China documentary, as well as the long-awaited Mick Jagger movie. A continuing, can't-miss stable of winners.

• **RCA/COLUMBIA PICTURES HOME VIDEO:** "White Nights" catapulted onto the chart in early August and should enjoy the company ot "Jagged Edge" and "Agnes Of God" for a solid spell. Add to that the upcoming "Quicksilver," "Murphy's Romance," "Crossroads," and "Care Bears Movie II" and "Popples" in the children's area. Going back to last year's VSDA, "Ghostbusters" turned in the bravura blockbuster performance everyone expected while other major theatrical product that did very well included "Silverado," "St Elmo's Fire," "Fright Night" and others. MusicVision also continues its strong performance, underscored recently by Stevie Nicks and Whitney Houston cassettes that de-

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ELECTION

(Continued from page V-81)

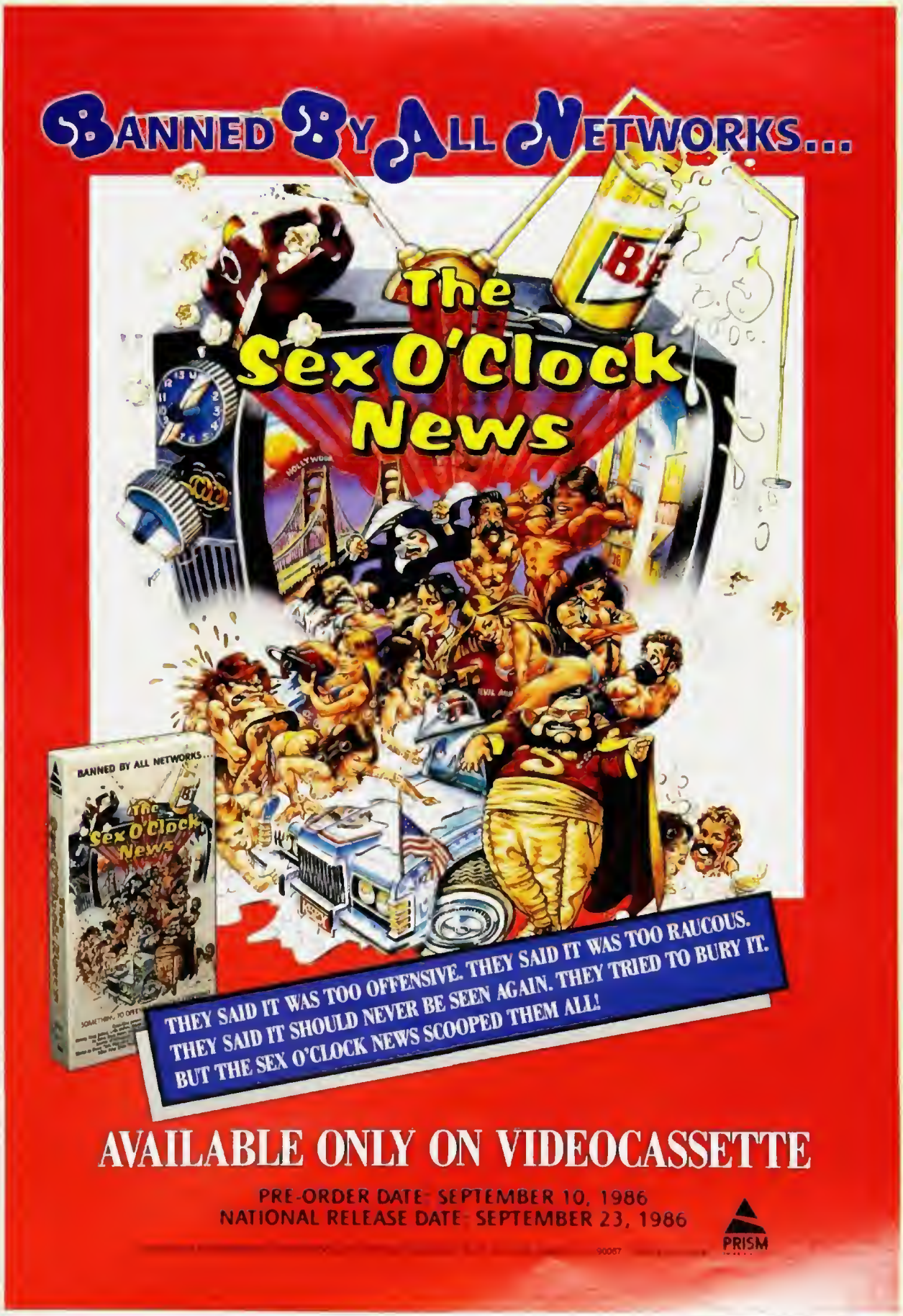
Video did not conform to a definition of a distributor. Sturman surprised many people by identifying himself with a 15-store Cleveland based chain, Visual Adventures. He downplays all this by referring to "a glitch" in VSDA election regulations. As for the government charges that he has for years skimmed taxable revenue from adult video enterprises into bank accounts in Europe, he says, "It's a vindictive action. I'm going to fight it." Indeed, Sturman has filed a motion to dismiss based on alleged grand jury abuse.

At a time when VSDA members are alarmed by prosecutions for renting and selling adult video, many insiders believe Sturman stands a chance as a zealous defender. At one point this summer when some inside VSDA were pushing trades to publish an expose on Sturman, one insider said, "The basic fact is, the rank and file don't know Sturman, but they think he is somebody who will stand up for First Amendment freedom."

Adding to the sensitivity about Sturman's candidacy is a growing conservative mood around the country that finally culminated in the Attorney General's Commission on Pornography report, the so-called "Meese Report." Sturman is referred to at several points in the widely-publicized document linking him to Sovereign New Co., also in Cleveland.

It's possible, whether or not Sturman ends up on the board, VSDA may review its mail ballot experiment. Such a voting procedure, say some, does not allow voters to examine candidates closely enough and decide on the convention floor.

The hubbub over Sturman has focused attention on yet another candidate strongly associated with the adult video business, Arthur Morowitz. A founding director of VSDA and now as vice president in line for the top spot provided he is again elected, Morowitz is enormously popular. Those who have attacked Sturman "tar Arthur with the same brush," says one source. Other sources, also speaking off the record, worry that Morowitz as VSDA president could be potentially embarrassing. "The Meese Report will stir up a lot of interest, maybe even Congressional hearings," one insider says. "This may be the worst year for Arthur to be president."



BULLETIN

(Continued from page V-64)

lease A-level feature films. Although new release prices will almost definitely hold through this holiday season, "I wouldn't be so confident about Christmas '87," Vogel says.

• The rapid expansion in the number of video distributor branches. "You simply have too many wholesalers out there," says Vestron Video president Jon Peisinger. Simple mathematics shows how severe the crowding problem is, he says. "If you take all the branches that exist around the country, you find out that there are only 230 retailers for every wholesaler," he says.

• A swiftly accelerating shift is occuring in the composition of the retail marketplace, distributors say. "There has been a significant change in the profile of retail customers," says Marty Gold, president of the New England-based distributorship Artec and of the National Assn. Of Video Distributors. "Up until the summer of '85, there was a lot of growth in the number of independent stores—we've seen that trail off in '85. Through the summer of 86 all the openings have been in convenience stores. The new activity is going into the convenience and supermarket area," he says.

• Simply handling the amount of product due to flow onto the market this holiday will be a major issue for many retailers, says Alan Caplan, CEO of Applause Video. "Retailers will have to become increasingly sophisticated to deal with how much product is available and the best ways for them to let consumers know about it."

GRANBERG

(Continued from page V-77)

ing decision. It's like 'How many employees do you want to hire?,' or 'How many titles are you going to have?,' 'Should I have a catalog with pictures or should I just have a typewritten list of titles?' All these things are marketing decisions."

With 25 years experience dealing with home entertainment retail issues and problems, VSDA has a leader capable of dealing with this—or any other matter—in Mickey Granberg.

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Watch for details on the entire Christmas promotion in your mail and at VSDA!

*Suggested Retail Price. Sale Ends January 31, 1987. WALT DISNEY HOME VIDEO
Walt Disney Home Video distributed by Walt Disney Telecommunications and Non-Theatrical Company, Burbank, California 91521.
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OUTLETS

(Continued from page V-75)

As a result, marketing directors are moving their video product into stores that cater to customers with like interests. NFL Films Video (which scored a huge success last year with "World Champions: The Story of the 1985 Chicago Bears"—125,000 units sold) is slowly moving its product into sporting goods stores as an impulse item, hoping that those stores' customers—who are traditionally "doers" rather than spectators—will be intrigued enough to buy a video about their favorite sport while they're buying accessories for it.

Bookstores are also beginning to carry entertainment and instructional videos. Waldenbooks carries permanent video retail fixtures in 950 of its 980 stores and reports its sales are growing.

"70% of our business is movies," says Don Edwards, audio/video manager for the chain. "20% is 'how-to' and 10% is children's video." All sales, no rentals.

The average store in the chain carries 200 titles, a figure Edwards doesn't expect to grow, because as he says: "We are still primarily a book store." What will grow, with Waldenbooks as well as other bookstore chains, will be the trend toward moving videos onto the shelves next to books in the same category, thereby creating a multi-media store which offers consumers information in both a video and printed format.

The question still remains: "What kinds of titles are customers going to want to buy next year?" For the producers of 'made-for' product, that is a touchy question given the fact that most non-feature product is still swimming in red ink, leaving them gun-shy about venturing out into new areas.

"No one knows what will be trendy next year," says Alexis Watson, national sales manager for Morris Video which produces nothing but 'made-for' video product. "The best you can do is throw a dart at the board and pray to God."

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CAMCORDER

(Continued from page V-66)

from the 8mm camp and began gobbling up advertising space to make its point.

The June issue of Video magazine featured a two-page color ad picturing an 8mm camera behind an eight-ball and touting the VideoMovie as "the World's Smallest VHS." JVC did not point out that the VHS-C cassette requires an adaptor for playback on conventional VHS home equipment.

Sony's counterattack was a trade ad reprinting a favorable 8mm equipment review and a list of 8mm copycats, including Japanese giants Aiwa, Canon, Olympus, Pioneer, Kyocera, and Matsushita and Korean manufacturers including Samsung and Goldstar. Attendees to CES in Chicago found their hotel lobbies plastered with brochures proclaiming the merits of 8mm "moving snapshots" (JVC had already dubbed VideoMovie as "snapshot video").

On the show floor, Sony literally put its camera behind the eight and other balls by demonstrating Video 8 via a pool table set-up; JVC, pumped up by an agreement to OEM their mini-camera for Hitachi and Sharp in Japan, also bragged that it couldn't make product fast enough to keep up with demand. Even Philips, the giant European hardware manufacturer that co-developed the Compact Disc system (with its partner, Sony) announced it was lining up in the VHS-C camp.

After the "8-ball" attack reached TV, Sony charged that the comparison between VideoMovie and Handycam was unfair, but, according to Steve Isaacson of JVC, the networks continued to run the ads.

What does it all mean? More advertising dollars for the media, for sure—both Sony and JVC said they were committing millions of dollars for extensive and expensive ad campaigns—and a boost in consumer awareness for video in general and, probably, a bad aftertaste in some circles.

"Our people in Japan were upset," says Fred Wahlstrom, a spokesman for Sony, "and, from what I hear, some of the Japanese at JVC were upset.

"We're trying to diffuse the situation," he says. "I think both companies are. Sony and JVC haven't gotten together formally, but I'd assume there are conversations back forth."

Isaacson, sales and marketing manager for JVC's consumer video division, says that JVC is planning to change its "8-ball" campaign thrust this month, but wouldn't discuss the new strategy. "We've accomplished what we wanted to accomplish," he says. "Now we want to go a different way."

Isaacson says that JVC executives in Japan were shown the anti-Sony ads before they were aired. "We [in the U.S.] felt, and they agreed, that as creator of the VHS format, we had a special responsibility to make our customers feel that they hadn't made a mistake. We designed the ads to catch the consumers' attention and show off the features of the camera."

Isaacson says sales of VideoMovie, which hit store shelves in May, are high, although he would not cite figures. Sony's Vander Dussen says 250,000 8mm units have sold since September, and expects that number will at least double by year's end. All of which seems to prove that in some industries, even bad publicity is good publicity.

SURVIVE

(Continued from page V-67)

tics suggested here boil down to making the consumer aware of the specialty store's large, deep collection of titles. Of course, this supposes that the specialty store has such a collection. Says Arthur Morowitz of Video Shack in New York, "You know, mass merchants have their place: the convenience of quickly picking up a hit title. But that's not the business the average video store should be in. If you rely on just hit titles you won't make it. It takes continuing reinvestment in small titles. That's why a lot of small retailers won't make it, they're not doing it, and they may not be providing much service, either. The ones who can come up with any tape in a day," [Morowitz runs a distribution company that promises just this] "or these guys that are the only ones in their areas to keep Beta in stock, they'll do very nicely."

Says Doctorow, "The studios and distributors really do want the independent stores to thrive. If just the mass merchants sell video, then studios will only sell their hits, the other titles will die. We need the small retailers, and we will for at least the next few years."

ROULETTE

(Continued from page V-65)

the latter is the safer risk.

Projects like the "Doors Dance On Fire" and "Stand By Me: A Portrait Of Julian Lennon," both of which did excellent numbers, support her theory. Prior to the MCA Home Video title, Warner Home Video already had a Doors documentary. The MCA title was hardly affected by it. With Julian Lennon, there was a consumer curiosity combined with a concert/documentary/biography approach that made it a winner.

Peterson also agrees with the notion that a veteran artist with a following—such as a Jimmy Buffett—does hook in more to a wider VCR demographic. The numbers on that cassette have exceeded expectations.

A concert of Tom Petty, another hot artist, has held up very well. Heavy metal and hard rockers are also selling well, she indicates, supporting contentions by other companies.

The company also believes it has a very strong candidate with the Motown "Time Capsule" and mini-movie music hybrids. In addition to an awareness of the marketplace, successful music video projects, she adds, stem from strong creative visions and ideas and not a toss 'em out and see what sticks mentality.

One company that has been enormously successful with music video in the last year is RCA/Columbia Pictures Home Video with the MusicVision line. And while the company has been highly visible lately with Whitney Houston, Stevie Nicks, Alabama and others, the catalog is sizeable and growing all the time.

Senior executive Glenn Ross says that MusicVision has come on particularly strong in the past several months, although RCA/Columbia has never wavered from its major commitment since the line's inception, because the music video marketing effort has been re-invigorated very specifically with a augmented team.

"You can't market music video in the same way you market theatrical features or children's product. We have a team that's commited. We've been promoting very heavily on radio because that's where music is being played. We're promoting even more. An example of that is 'Music In Motion'."

Another key has been education. RCA/Columbia devotes an entire publication, the Music

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HOT FALL

(Continued from page V-86)

buted back to back at No. 1 on Billboard's Top Music Videocassettes chart. 'Take 20' was a successful promotion, with the comapany's fall promotion 'Hollywood Wrap-Up' set to deliver 22 titles at $29.95, including such movies as "Ghostbusters," "The Big Chill," "Close Encounters Of The Third Kind," "The Karate Kid" and "Tootsie." Hard to resist.

• **MGM/UA HOME VIDEO:** "Runaway Train," a surprise theatrical hit, will be a fall locomotive for the company which has enjoyed success with "Death Wish 3," "Invasion U.S.A." and "King Solomon's Mines." Its perennial "Gone With The Wind" (the book is enjoying its 50th birthday) may also turn out to the the home video industry equivalent to Pink Floyd's "Dark Side Of The Moon" LP as it isn't likely to fall off the charts for quite some time, even at a high price. Following on the heels of its "Great Books" promotion, the company is following up that with $19.95 fall catalog titles which include the likes of "Network," "Jailhouse Rock," "Brainstorm," "Coma," "The Marx Brothers At The Circus," "North By Northwest," "The Sunshine Boys," "The Hunger," "Kelly's Heroes," "The Long Riders," "Forbidden Planet," and "Midnight Cowboy." Lots of action here.

• **MCA HOME VIDEO:** "Out Of Africa," the Academy Award sensation of 1986, is MCA's big gun for the fall. "Back To The Future," "Mask," the first "Miami Vice" episode and numerous others have kept this studio arm humming, as did the highly successful low-priced "Be A Movie Mogul" campaign. Watch for another Vice winner, "The Prodigal Son," last year's opening two-hour episode, to generate heat. Also hot: the new low-priced Hitchcock promotion that sees 13 titles such as "Psycho," "Rear Window," "Vertigo," "The Trouble With Harry," "Rope," and others at $24.95. Also keep an eye on some of the special products coming out such as the Motown/MCA collaborations. A surefire menu.

• **HBO/CANNON HOME VIDEO: (FORMERLY THORN/EMI/HBO HOME VIDEO):** "F/X" leads a fall thrust for a company that opened up the year with a bang with "Rambo: First Blood Part II." That comes on the heels of "The Hitcher," "Beer," and "The Holcraft Covenant." The newer "The Return Of The Living Dead" appears to have rental muscular life for the fall. The company also enjoyed quite a bit of success with such titles this year as "Sweet Dreams," "Maxie" and "Remo Williams: The Adventure Begins." Lately, too, the company has joined the low-priced promotion ranks with "Play For Keeps," with a $19.95 to $39.95 price spread. Included are such movies as "The Terminator," "Desperately Seeking Susan," "Tender Mercies," "Rambo," and "The Lavender Hill Mob." Potent package.

"Lady Jane" (Paramount Home Video).

• **VESTRON:** "Prizzi's Honor" spearheaded Vestron's early year in a blazing way. That came on the heels of a highly successful low-priced VideoGift campaign. Look for an even more potent VideoGift 1986. "Twice In A Lifetime," "To Live And Die In L.A.," "Troll," and "My Chauffeur" have done extremely well for this potent independent. Newer titles that should fall into win, place and show categories include "Salvador," additional "National Geographic Video" offerings, "The Imagemaker," the "Reading Rainbow" children's fare, and other unique made-fors such as the quickly turned around Statue Of Liberty tape. Expect the unexpected from Vestron at VSDA. This is one indie with a nose for the finish line.

• **EMBASSY HOME ENTERTAINMENT:** Look for "Labyrinth" to hit dealer shelves before Christmas in a VSDA announcement. That comes on the heels of "Rad" and "The Best Of Times" from EHE, and "Trouble In Mind" from sister label Charter. The company has scored quite a few successes since last VSDA with such titles as "The Emerald Forest," "Eleni," "A Chorus Line," and the more recent "Kiss Of The Spider Woman." EHE's fall effort figures to be strong. The company is filling the sell-through pipeline with more than 150 under $30 titles as they kick off their umbrella "Reel Deals" fall

"9-1-2 Weeks" (MGM/UA Home Video).

promotion. Other key elements of the campaign will be 20% returns, as well as a major product moratorium. The campaign's anchor is the augmentation of an on-going catalog promotion that will be now offering 150 EHE titles from multiple genres at $19.95 to $29.95 price points on a permanent basis. Spicing the promotion will be the addition of three former high priced titles, "Blade Runner," "The Graduate" and "Lion In Winter," now permanently $24.95. Orders close on August 19 with street date September 3. Titles will continually be added to this on-going campaign.

Significantly, EHE is removing more than 120 titles from the market this week, a minimum six-month moratorium that may last until 1987 or even 1988, explains Rand Bleimeister, senior vice president, distribution. Their reissue will hinge on marketplace conditions. Return pricing may be the same, lower or even higher. "We're leaving our options open," says Bleimeister. "This is carefully planned to maximize our profits during the next 24 months." Titles leaving the marketplace include such lead product as "The Emerald Forest," "A Chorus Line," "The Sure Thing," "Fanny & Alexander" and other catalog titles covering most genres. A "Cheap Chills" promotion will also slash the prices on 28 horror titles from $39.95-$69.95 to $24.95-$29.95. Titles such as "The Fog," "Scanners," "The Howling," "The Swamp Thing," "Deadly Blessing," "Piranha II: The Spawning," and "The Slumber Party Massacre" are included. That promotion runs July 28 to Nov. 14. Orders close on Aug. 19 with a street date set for early September.

ber. Here again, EHE will put those titles on a minimum six-month moratorium November 14. An overwhelming stretch run.

• **KARL-LORIMAR HOME VIDEO:** While "Jane Fonda's New Workout" (now over 500,000 units) has been a chart-topper for nearly a year, the "Playboy Video Centerfold 2" (Terri Weigel), a Playboy Video Production, recently jumped into the Top 10. Look for a third Centerfold installment, again at a sell-through $9.95 price point. The company has diversified quite a bit in the last 12 months via its "video publishing" push with leading magazines but also in the theatrical area with such titles as "Power" and Sting's "Bring On The Night." Also look for a heightened video music and made-fors in many areas from the company, and high-quality children's fare via its tie with Scholastic, as well as Kideo Video. Keeps coming on in the dash for cash.

• **MEDIA HOME ENTERTAINMENT:** "The Delta Force" this fall leads a longterm procession of films via a major $100-million 55-picture Cannon output deal that plans to have Media release an A-quality title a month from now on. Recent successes have included "Day Of The Dead" and "A Nightmare On Elm Street 2: Freddy's Revenge." But watch for action on "P.O.W. The Escape," "Murphy's Law," "Santa Claus The Movie," and "Invaders From Mars." A reinvigorated approach to Cinematheque, a classy foreign line, should also crystallize. Yet to be revealed: the new Hi-Topps children's line. Poised to become an even major player.

• **NCB ENTERTAINENT:** "Pirates," the recent Roman Polanski/Walter Mattheau film should hit the upper part of the charts, a four-month movie-screen-to-home-video-window which should fuel retail/consumer action. "Silent Night, Deadly Night," the controversial horror flick, did great number recently. And look for the special Family Home Entertainment's (a powerful children's line) low-priced Christmas promotion to keep consumers coming back into stores to buy.

• **NEW WORLD VIDEO:** "House" appears to be a late summer/early fall hit, scaring up sales and rentals. "Black Moon Rising" did well at both the box office as well as home video for the company. New World has always done well with its releases and is becoming that much more of a force as time goes on.

All the horses are in the starting gates. It's a fast track, and it's almost time for another stretch run. So place your bets, grab at seat on the rail, and root your favorites home to the finish line, because . . . they're off and running at VSDA!

Other companies and Convention title announcements will appear in next week's issue.

"Iron Eagle" (CBS-Fox Video).

"Billy Joel's The Video Album—Vol. I" (CBS-Fox).

TOP MUSIC VIDEOS HITS

Following is a recap chart of the best-selling music videocassettes during the eligibility period of Aug. 17, 1985 to Aug. 16, 1986.

1. **THE VIRGIN TOUR—MADONNA LIVE** (Warner Music Video)
2. **PRINCE AND THE REVOLUTION LIVE** (Warner Music Video)
3. **WHAM! THE VIDEO** (CBS-Fox Video)
4. **MOTOWN 25: YESTERDAY, TODAY, FOREVER** (MGM/UA Home Video)
5. **NO JACKET REQUIRED** (Atlantic Video)
6. **JOHN LENNON LIVE IN NEW YORK** (Sony Video Software)
7. **THE BEATLES LIVE—READY STEADY AND GO!** (Sony Video Software)
8. **MADONNA** (Warner Music Video)
9. **TINA LIVE PRIVATE DANCER TOUR** (Sony Video Software)
10. **WE ARE THE WORLD THE VIDEO EVENT** (MusicVideo)
11. **LIVE AFTER DEATH** (Sony Video Software)
12. **RATT THE VIDEO** (Atlantic Video)
13. **PORTRAIT OF AN ALBUM** (MGM/UA Home Video)
14. **ANIMALIZE LIVE UNCENSORED** (MusicVision)
15. **U2 LIVE AT RED ROCKS** (MCA Dist. Co.)
16. **THE #1 VIDEO HITS** (MusicVision)
17. **I CAN'T WAIT** (MusicVision)
18. **PRIVATE DANCER** (Sony Video Software)
19. **DANCE ON FIRE** (MCA Dist. Co.)
20. **WHITE CITY** (Vestron Music Video)
21. **LOOK TO THE RAINBOW** (USA Home Video)
22. **ROCK ME FALCO** (A&M Video)
23. **IMAGINE** (Sony Video Software)
24. **ARENA** (Thorn/EMI/HBO Video)
25. **DICK CLARK'S BEST OF BANDSTAND** (Vestron Music Video)
26. **ALABAMA'S GREATEST VIDEO HITS** (MusicVision)
27. **ALL NIGHT LONG** (MusicVision)
28. **THE BEST OF ELVIS COSTELLO AND THE ATTRACTIONS** (CBS-Fox Video)
29. **WORLD WIDE LIVE** (MusicVision)
30. **SO EXCITED** (MusicVision)
31. **SCENES FROM THE BIG CHAIR** (MusicVision)
32. **GRACE UNDER PRESSURE TOUR** (MusicVision)
33. **SING BLUE SILVER** (Thorn/EMI/HBO Video)
34. **THE SUPER BOWL SHUFFLE** (MPI Home Video)
35. **DIAMOND LIFE VIDEO** (CBS-Fox Music Video)
36. **PUTTING IT TOGETHER—THE MAKING OF THE BROADWAY ALBUM** (CBS-Fox Video)
37. **THE ULTIMATE OZZY** (CBS-Fox Music Video)
38. **FLY ON THE WALL** (Atlantic Video)
39. **RIPTIDE** (MusicVision)
40. **PACK UP THE PLANTATION LIVE** (MCA Dist. Corp.)

VSDA CONVENTION AGENDA

VSDA CONVENTION PROGRAM
LAS VEGAS AUG. 22-28
Convention Center VSDA Message Lines
(702) 786-9529
796-9530
796-9531
Bally Grand (702) 739-4111

FRIDAY, AUG. 22
9:00 a.m.-5: p.m.
Convention Exhibitors Registration

SATURDAY, AUG. 23
Noon-5:00 p.m.
Convention Registration

SUNDAY, AUG. 24
9:00 a.m.-7:00 p.m.
Convention Registration
9:00 a.m.-7:00 p.m.
Convention Center Exhibits
7:00 p.m.-8:30 p.m
Reception: Host Embassy Home Entertainment
8:30 p.m.
Dinner and Presentation
Host: RCA/Columbia Pictures Home Video

MONDAY, AUG. 25
8:00 a.m.-9:15 p.m.
Breakfast and Presentation
Host: MGM/UA Home Video
9:30 a.m.-Noon
Opening Business Session, "Proud To Be An American" theme, Lee Greenwood featured in multi media program
Convention Chairman Welcome, Troy Cooper, National Video
State of Assn. Message, John Pough, Video Cassettes Unlimited
Keynote: Christie Hefner, Playboy Enterprises
Featured Speaker: Stan Cornyn, The Record Group
Noon-1:30 p m.
Luncheon and Presentation
Host: Vestron Video
2:00 p.m.-6:00 p.m.
Convention Center Exhibits
2:30 p.m.-5:45 p.m.
Seminars
Series of sessions held over three days in this time period with one panel, Distributor/Retailer Relationship, to be repeated each day
Rotating Sessions
•How To Detect Bad Checks
•Interviewing Applicants
•Financial Management
•Managing Stress
•Retail Sales
•Computerization (beginner)
•Computerization (advanced)
•Computerization (upgrading)
•Newspaper Advertising
•Radio Advertising
•Television Advertising
•Efficient Time Management
7:00 p.m.-????
Surprise Extravaganza
Host: Paramount Home Video
The Late Show
Host: Video Insider/New World Video

TUESDAY, AUG. 26
8:00 a.m.-9:15 a.m.
Breakfast and Presentation
Host: Cannon-HBO Video
9:30 a.m.-noon
Business Session
Keynote Speakers, diverse group of retailers,
opportunities, problems
Market Research Report, Fairfield Group
comparison of consumer action and retailer perception
12:30 p.m.-1:30 p.m.
Luncheon and Presentation
Host: Walt Disney Home Video
2:00 p.m.-6.00 p.m.
Convention Center Exhibits
2:30 p.m.-5:45 p.m.
Seminars
Series of sessions held over three days in this time period with one panel, Distributor/Retailer Relationship, to be repeated each day
Rotating Sessions—see Monday schedule for details
10:00 p.m.
Second Annual Video Dance Party
Hosts: Coliseum Video/Home Viewer
Publications/Sony Video Software

WEDNESDAY, AUG. 27
9:00 a.m.-6:00 p.m.
Convention Center Exhibits
9:00 a.m.-11:00 a.m.
Regular Members Breakfast Meeting
12:30 p.m.-2:00 p.m.
Luncheon in Convention Center
2:30 p.m.-5:45 p.m.
Seminars
Series of sessions held over three days in this time period with one panel, Distributor/Retailer Relationship, to be repeated each day
Rotating Sessions—see Monday for details.
8:00 p.m.
Annual Awards Banquet
Host: CBS-Fox Video

THURSDAY, AUG. 28
9:00 a.m.
Breakfast Chapter Leaders Meeting

ROULETTE

(Continued from page V-90)

Leader, to educating dealers. It contains more information about acts, particularly those a smaller mom and pop store might not be aware of. RCA/Columbia gives them artist information, chart histories and tour data. Ross says he is encouraging video-only stores to take more advantage of music video, adding that while the record/tape/video store is a potent factor in that market, other stores can reap the benefits of music video sales if they work at it.

"Hard To Handle," the Bob Dylan/Tom Petty "True Confessions" concert; "Wham! In China: Foreign Skies;" and "Billy Joel: The Video Album Vol. 1" will all be released this September by CBS/Fox Video Music, part of a stepped up, major artist programming effort directed at the home market. All the digital/hi fi titles have order close and street dates of Sept. 2 and Sept 18, respectively.

The 60-minute Dylan/Petty concert will be the film shot in Australia by film director Gillian Armstrong and aired in this country by HBO. Suggested retail is $29.98.

The Wham! 60-minute tape, at $19.98, will be the act's China visit documentary interwoven with concert footage.

The Billy Joel tape, 48-minutes at $19.98, contains 10 classic Joel mini-movies including "Pressure," "Keeping The Faith," "Tell Her About It," "The Night Is Still Young," "Stiletto/My Life," "The Night Is Still Young," "Sometimes A Fantasy," "Honesty," and "All For Lenya." In addition, there will be a recently shot, exclusive "Piano Man" clip, as well as a Russell Mulcahy-directed effort—"A Matter Of Trust—from the new Joel LP "The Bridge." It's the first time Joel's videos are being made available for consumer purchase. His concert video, a live Long Island, N.Y., show, was a major seller for CBS/Fox, according to Ken Ross, who heads CBS/Fox Video Music's wing. All the titles, adds Ross, reflect a growing and continued effort to "synchronize" home music video product with artist tours, albums and singles.

The Dylan/Petty tour will still be in progress when the tape comes out. Dylan's "Knocked Out Loaded" LP recently shipped. And Paramount Home Video's release of "Don't Look Back," the famous D.A. Pennebaker documentary of a 20-year-old Dylan, will also fuel the synergy, Ross believes.

MOVIE QUIZ ANSWERS FROM PAGE V-84—Top row, from left: *"Ferris Bueller's Day Off" and "The Karate Kid Part II"*; **Middle row, from left:** *"Aliens," "Back To School," "Under The Cherry Moon," "Heartburn," "Psycho III," and "Legal Eagles"*; **Bottom row, from left:** *"Running Scared," "Poltergeist II: The Other Side" and "Top Gun."*

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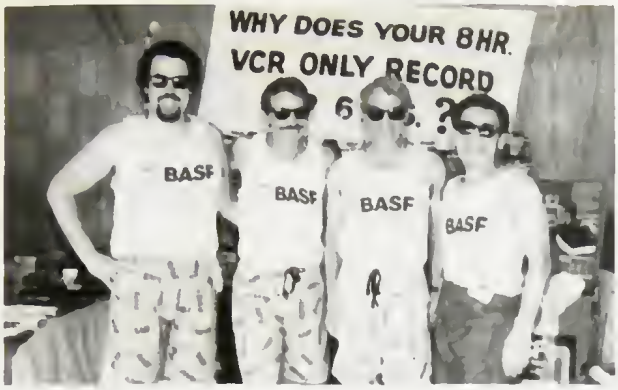

Convention Crew. Representatives from BASF Tapes and sales firm Astrokam used these eye-catching outfits during their retail-chain convention stops this summer, including the Camelot Music and National Record Mart meets. Aside from giving away the BASF outfits—complete with jams, shirt, and sunglasses with cords—to conventioneers, the crew made a strong pitch for T-160 video tape and its eight-hour recording capacity. Pictured, from left, are John Zimba, BASF national sales director, Doug Hinchee, account executive for Astrokam, Aaron Krantz, president, Astrokam, and Rocco Rotolo, BASF regional manager.

In-Store Gigs Bring In Customers

Two Coast Outlets Showcase New Talent

BY CHRIS MORRIS

LOS ANGELES—A pair of small, alternative music retail outlets in the Los Angeles area is giving customers a firsthand look at new acts with in-store concerts.

Texas Records, in the oceanside city of Santa Monica, and Bebop Records And Fine Art, in the outlying San Fernando Valley community of Reseda, spice their marketing menus with musical performances and poetry readings by nationally and locally prominent acts.

Texas Records owners Michael Meister and Susan Farrell opened their shop, which specializes in domestic independent rock and left-field imports, in April 1984. The opening-day party featured an acoustic performance by Slash/Warner Bros. artists the Del Fuegos.

According to Meister, between 50 and 60 bands have played for free in the 700-square-foot store since then. These include 10,000 Maniacs (Elektra), Phranc (Rhino), Dangerous and the Turbines (Big Time), Thin White Rope and the Pontiac Brothers (Frontier), Salem 66 (Homestead), the Leaving Trains (SST), and Wednesday Week (Enigma).

"I thought it would be a good time," Meister says. "We want to have the bands we love play in the store. It's a chance to see a good band in a different atmosphere."

For an in-store gig, movable bins are put in the storeroom to accommodate a band's equipment; if the group isn't traveling with a PA system, equipment is rented or borrowed.

Meister says he often deals directly with managers or band members when procuring talent.

The popularity of the in-store appearances has led Texas to branch out into promotion of club shows. In February, the shop mounted a concert by A&M act Danny & Dusty at the Music Machine.

According to Richard Bruland, owner of Bebop Records, the store is a "retail record store and contemporary art gallery."

The store, which stocks an eclectic variety of alternative music, began live performances about a month after opening in 1982 with a set by Slash/Warner Bros. artists Los Lobos. Now, live performances are held there four or five nights a week.

In spite of the minuscule gallery space available (about a quarter of the store's 1,000 square feet), Bebop's live sets have attracted a noteworthy roll call of alternative talent.

Bruland says "hundreds of bands" have performed in his store. Label acts have included the Pandoras (Rhino), the Lazy Cowgirls and John Trubee (Enigma), Thelonious Monster (Suite Beat), and Zoogz Rift (SST).

In addition, rock'n'roll poets read regularly at the store. Dave Alvin and Exene Cervenka of X and Henry Rollins of Black Flag have appeared.

Unlike Texas, Bebop charges admission to its performances, although the tab is a slim $3 to $4. "I feel strongly about paying the bands," Bruland says. "They should be considered professionals if they're playing publicly."

Like Texas, the store rents or borrows a PA system if the band doesn't have access to one.

Bruland tries to keep the performance menu varied: "We're willing to try just about anything—performance art, video, films. The music ranges from hardcore country to jazz.

"I would love to see more stores do this," Bruland adds. "It's healthy for the music scene."

ON TARGET

by Mike Shalett

"HEY YOU," my wife says. "Who's behind all this Monkee business? Is it people our [old] age, people who grew up on [for only two years on television, mind you] the Prefab Four?"

Me being the market research kinda guy I am—with all the answers—I say, "Damned if I know!" So we set out to get some answers.

The Monkees have five LPs on the Top Pop Albums chart. The year is 1986. Check the charts again. Yep, five albums on the charts, including a new repackaged greatest hits album on Arista. Titled "That Was Then, This Is Now," it has already hit the Top 30.

Is this a wave of nostalgia? Nostalgia is an interesting concept.

The word "nostalgia" was originally coined by German psychiatrists to describe a form of illness. (Boy, the things you can learn from this column.) It came from the Latin *nost*, which means home, and *algio*, which was a term used for illness, such as "neuralgia." So, nostalgia really was the description of homesickness. Are we sick for the Monkees?

"The Last Train To Clarksville" took the Monkees to the No. 1 position on the Billboard chart 20 years ago this September. This was followed by "I'm A Believer" three months later, which also rose to the No. 1 spot on the chart.

Ten years ago, the Monkees television show was syndicated as part of the 10th anniversary. Last year, Harold Bronson and Rhino Records bought the rights to the old albums and David Fishoff bought the rights to the name "The Monkees."

Then, on Feb. 23, a day that will go down in infamy, beginning at midnight and continuing until 10:30 p.m., MTV broadcast over 40 episodes of the TV show. It was only the beginning for a resurgence that would see more exposure for the original TV series, both on MTV and through syndication, along with an onslaught of Monkee record sales, concert dates, and immense merchandising sales.

"I just got a call from the guy who owns the 'Monkee-mobile' thanking me for all our help," says Fishoff, whose agency put together the tour. "The guy is doing great at automobile shows, fairs, etc. People are going crazy. We're setting attendance records every where we go."

51% of Monkees' audiences are under 18

Who is attending the concerts and who is buying the product? It's split, but it's mostly younger fans. We ran these figures by Fishoff, and he agrees they're representative of the dates he's attended.

In the audiences we surveyed, 51% were under 18 and 26% were over 25. So, it was a combination of new fans and old fans: mothers in one row with their daughters in the row in front of them.

At retail, consumers are similarly split. At Peaches in Seattle, a store staffer says, "Older fans are buying to replace their old LPs. And the younger ones are buying, thinking it's new because they saw it on MTV." At Hastings Records and Tapes in Plano, Texas, these same sentiments are echoed. "Young fans see it on MTV and then come in to buy it," a staffer says.

But LeAnn Weiner at Electric Fetus in Minneapolis differs. "Seventy percent of the people buying Monkees product in our store are over 25. Their shows here all sold out."

The demographics are strong enough to support record buying in stores as well as record buying through TV offers. Dave Fishoff says, "My knowledge is that the TV-record sales are very strong."

Radiowise, the teens attending the shows are definitely top 40 fans. The overall audience indicates that top 40 stations were the first or second favorite station of 40% of the audience. An album rock station was first or second favorite with 35% of the audience.

What format did the older fans listen to? A majority of the fans over 24 chose to listen to an adult contemporary station.

If this were Wall Street, and you were a betting person, who would you bet is coming back next?

Let me in on it, and I'll cut you in on a piece of the action.

"On Target" is a biweekly feature to help readers understand more about consumer buying habits and trends. The column is based on retail research conducted by the Street Pulse Group, a Connecticut-based music industry marketing consultancy of which Mike Shalett is president.

For its primary retail survey technique, Street Pulse distributes packets containing questionnaires and product to 50 retail stores around the country. A packet is handed out randomly to a consumer immediately after he or she has paid for a purchase, and a $2 coupon, good for the consumer's next purchase at the store, is the motivation for completing the questionnaire. The average survey incorporates over 700 respondents, a sample equal to those used by Gallup or Roper in their polls on political issues.

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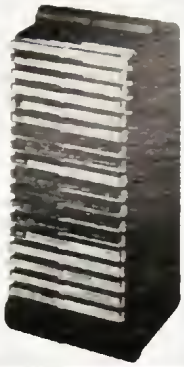

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FOR WEEK ENDING AUGUST 30, 1986

Billboard. TOP COMPACT DISKS™

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POP™

Compiled from a national sample of retail sales reports.

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST / LABEL & NUMBER / DISTRIBUTING LABEL	TITLE
				★ ★ NO. 1 ★ ★	
1	1	1	9	PETER GABRIEL GEFFEN 2-24088/WARNER BROS — 3 weeks at No. One	SO
2	2	2	7	GENESIS ATLANTIC 2-81641	INVISIBLE TOUCH
3	5	7	3	STEVE WINWOOD ISLAND 25448-2/WARNER BROS	BACK IN THE HIGHLIFE
4	3	5	5	SOUNDTRACK COLUMBIA CK 40323	TOP GUN
5	10	—	2	MADONNA SIRE 2-25442/WARNER BROS	TRUE BLUE
6	4	4	14	THE MOODY BLUES POLYDOR 829179-2/POLYGRAM	THE OTHER SIDE OF LIFE
7	6	3	50	WHITNEY HOUSTON ARISTA ARCD 8212	WHITNEY HOUSTON
8	8	13	5	EURYTHMICS RCA PCD 1-5847	REVENGE
9	7	9	13	VAN HALEN WARNER BROS 2-25934	5150
10	9	11	8	BOB SEGER & THE SILVER BULLET BAND CAPITOL CDP 46195	LIKE A ROCK
11	12	6	65	DIRE STRAITS WARNER BROS 2-25264	BROTHERS IN ARMS
12	13	14	30	HEART CAPITOL CDP 46157	HEART
13	17	24	3	ANDREAS VOLLENWEIDER CBS MASTERWORKS MK 42255	DOWN TO THE MOON
14	14	8	10	THE FABULOUS THUNDERBIRDS CBS ASSOCIATED ZK 40304 EPIC	TUFF ENUFF
15	15	16	10	BOB JAMES & DAVID SANBORN WARNER BROS 2-25393	DOUBLE VISION
16	16	15	7	EMERSON, LAKE & POWELL POLYDOR 829297-2/POLYGRAM	EMERSON LAKE & POWELL
17	11	10	66	PHIL COLLINS ATLANTIC 2-81240	NO JACKET REQUIRED
18	21	21	6	SIMPLY RED ELEKTRA 60452-2	PICTURE BOOK
19	18	19	53	CREEDENCE CLEARWATER REVIVAL FANTASY FCD 623 CCR2	CHRONICLES
20	27	27	3	ANITA BAKER ELEKTRA 60444-2	RAPTURE
21	19	18	20	THE OUTFIELD COLUMBIA CK40027	PLAY DEEP
22	22	22	66	PINK FLOYD HARVEST CD 46001 CAPITOL	DARK SIDE OF THE MOON
23	28	23	10	BILLY OCEAN ARISTA ARCD 8409	LOVE ZONE
24	20	20	6	PATTI LABELLE MCA MCAD 5737	THE WINNER IN YOU
25	23	12	10	GTR ARISTA ARCD 8400	GTR
26	26	28	4	BELINDA CARLISLE MCA MCAD 5741 MCA	BELINDA CARLISLE
27	25	25	3	PET SHOP BOYS EMI AMERICA CDP 46271	PLEASE
28	NEW▶		1	WHAM! COLUMBIA CK 40285	MUSIC FROM THE EDGE OF HEAVEN
29	NEW▶		1	SPYRO GYRA MCA MCAD 5753	BREAKOUT
30	[illegible]	17	16	JANET JACKSON A&M CD 5106	CONTROL

CLASSICAL™

Compiled from a national sample of retail sales reports.

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE / LABEL & NUMBER / DISTRIBUTING LABEL	ARTIST
				★ ★ NO. 1 ★ ★	
1	1	1	30	BACHBUSTERS TELARC 80123 — 9 weeks at No. One	DON DORSEY
2	2	2	23	HOROWITZ: THE LAST ROMANTIC DG 419-045	VLADIMIR HOROWITZ
3	3	3	66	AMADEUS SOUNDTRACK FANTASY WAM 1791	NEVILLE MARRINER
4	5	5	21	SWING, SWING, SWING PHILIPS 412 626	BOSTON POPS (WILLIAMS)
5	4	4	11	BACH MEETS THE BEATLES PRO ARTE CDD-211	JOHN BAYLESS
6	6	6	66	TCHAIKOVSKY: 1812 OVERTURE TELARC 80041	CINCINNATI POPS (KUNZEL)
7	10	15	4	SYNCOPATED CLOCK PRO ARTE CDD-264	ROCHESTER POPS (KUNZEL)
8	7	9	10	TELARC SAMPLER #3 TELARC 80003	VARIOUS ARTISTS
9	8	8	31	ORCHESTRAL SPECTACULARS TELARC 80115	CINCINNATI POPS (KUNZEL)
10	9	7	18	SONGS FROM LIQUID DAYS CBS MK 39564	PHILIP GLASS
11	13	13	14	PLEASURES OF THEIR COMPANY ANGEL CDC 47196	KATHLEEN BATTLE, CHRISTOPHER PARKENING
12	12	11	66	TIME WARP TELARC 80106	CINCINNATI POPS (KUNZEL)
13	14	12	7	BEAUTIFUL DREAMER LONDON 417 242	MARILYN HORNE
14	11	10	8	CELEBRATE AMERICA PRO ARTE CDD-263	HOUSTON SYMPHONY (COMISSIONA)
15	15	14	66	STAR TRACKS TELARC 80094	CINCINNATI POPS (KUNZEL)
16	16	18	12	COPLAND: BILLY THE KID/RODEO ANGEL CDC 47302	SAINT LOUIS SYMPHONY (SLATKIN)
17	17	17	55	GERSHWIN: RHAPSODY IN BLUE CBS MK 39699	LOS ANGELES PHILHARMONIC (THOMAS)
18	20	20	66	TELARC SAMPLER #1 TELARC 80101	VARIOUS ARTISTS
19	19	19	19	WILLIAM TELL AND OTHER FAVORITE OVERTURES TELARC 80116	CINCINNATI POPS (KUNZEL)
20	NEW▶		1	DOWN TO THE MOON CBS MK 42255	ANDREAS VOLLENWEIDER
21	18	16	44	BLUE SKIES LONDON 414 666	KIRI TE KANAWA (RIDDLE)
22	22	22	5	ECHOES OF LONDON CBS MK 42119	JOHN WILLIAMS
23	23	25	66	COPLAND: APPALACHIAN SPRING TELARC 80078	ATLANTA SYMPHONY
24	21	21	66	BERNSTEIN: WEST SIDE STORY DG 415 293	TE KANAWA, CARRERAS (BERNSTEIN)
25	25	24	66	THE BEST OF WOLFGANG AMADEUS MOZART PHILIPS 412 244	NEVILLE MARRINER
26	26	—	14	BEETHOVEN: SYMPHONY NO. 9 TELARC 80120	CLEVELAND ORCHESTRA (DOHNANYI)
27	24	23	15	TOMASI/JOLIVET: TRUMPET CONCERTOS CBS MK 42096	WYNTON MARSALIS
28	27	27	66	WEBBER: REQUIEM ANGEL CDC 47146	DOMINGO, BRIGHTMAN (MAAZEL)
29	29	29	66	BEETHOVEN: SYMPHONY NO. 9 DG 410 947	BERLIN PHILHARMONIC (KARAJAN)
30	30	30	66	BEETHOVEN: SYMPHONIES 5 & 6 DG 413 932	BERLIN PHILHARMONIC (KARAJAN)

Living Music Pegs Promo To 'Canyon Consort'

NEW YORK Using the Sept. 3 national telecast of Paul Winter's "Canyon Consort" film on PBS Television as a hook, Living Music Records is staging a fall promotion for its entire catalog.

Elements include an in-store display contest and a consumer sweepstakes.

In keeping with the subject of the "Canyon" film and album, first prize in the consumer contest is a weeklong trip for two to the Grand Canyon. The prize package includes a six-day Colorado River rafting trip, airfare, and accommodations.

The same trip package will be the grand-prize incentive for the in-store display contest. Second prizes will be four Sony Discman portable compact disk players; 50 customized silk jackets will be offered as third prizes.

Runner-up prizes in the consumer contest include 25 jackets and 100 cassette cleaning kits.

Both the in-store display contest and the consumer sweepstakes will be pitched to music retailers through A&M Records, which now handles distribution for Living Music's product. Although the titles on the label, which was founded by Winter, and other so-called new age product have all sold well in alternative markets, such as book and health food stores (Billboard, March 1), John Hammond, publicity and promotion director for Living Music, says this campaign will be geared toward traditional music stores.

"We're working through the chains on this," says Hammond. "We're going through all the major accounts."

The "Canyon Consort" film is a documentary of how Paul Winter's troop composed the music for the "Canyon" album. But, says Hammond, the music in the movie, which was originally an independently produced home video release, does not match the music on the album. "It's largely improvisation. It is more about how they wrote the music, but it really doesn't contain music from the album."

The film has won three film-festival awards, most recently earning best-of-show honors at July's Padua Film Festival in Italy.

Although the telecast will primarily boost the Winter Consort and its "Canyon" release, Living Music hopes to use the national exposure to push its entire line of 11 titles, most of which feature label founder Winter.

To that end, stores participating in the consumer and in-store contests will receive divider cards, posters, flats, and a sampler album for in-store play called "Collection '86." Included are tracks from new and recent albums by Eugene Friesen, Paul Halley, and Denny Zeitlin, along with two Winter titles.

Living Music will also provide banners touting the consumer sweepstakes. GEOFF MAYFIELD

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C37-7702 Dvorak: Symphony #9 in E Minor "From the New World"

C37-7704 Dvorak: Symphony #7 in D Minor

C37-7703 Dvorak: Symphony #8 in G Major

C37-7705 Dvorak: Symphony #6 in D Major

C37-7377 Dvorak: Symphony #5 in F Major

C37-7442 Dvorak: Symphony #4 in D Minor

C37-7668 Dvorak: Symphony #3 in E-flat Major

C. Macherras conducting Prague Radio Symphony Orchestra

CO-1056 B. Martinu: "Double Concerto" for 2 String Orchestras

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Grass Route

BY LINDA MOLESKI

A weekly column focusing on the activities of independent labels and distributors.

WITH THE EXCEPTION of a few American labels—**Rhino, Solid Smoke**, and **Back-Trak** among them—the rock and r&b reissue market is being dominated by foreign players. U.K and European labels like **Edsel, Charlie**, and **Red Lightnin'** have had a great deal of success with reissues of classic American pop music, and in some cases their success has included export to these shores, where fans and collectors have snapped up titles originally recorded and released in the U.S. but long out of print here.

Now Chicago independent **Alligator** is throwing its hat into the reissue ring via the **Rockback Series**, which debuted Aug. 20 with albums by **Dr. John** and **Delbert McClinton**. The Dr. John album, "Gumbo," which was originally introduced in 1972, is a salute to classic New Orleans music. It is licensed from Atlantic. The McClinton album, "Honky Tonkin' (I Done Some)," is a compilation of tracks from the singer's first two ABC/Dunhill albums.

Label president **Bruce Iglauer** says Alligator intends to release a couple of titles in the series every other month, but he is loathe to give specifics about forthcoming releases. He will divulge, however, that he has options on two other Atlantic albums by Dr. John, "Gris-Gris" and "Sun, Moon & Herbs." The series is being offered at the full $8.98 list price rather than as a budget line.

"The quality of these records is as good or better than most new albums," Iglauer says.

Alligator will be servicing the reissues to rock radio in the hopes of capitalizing on the current classic rock format craze. Although Alligator is saluting outstanding albums of the past, the label continues to look to the future with September releases from **Johnny Winter** and Chicago westsiders **Lil' Ed & the Blues Imperials**.

SEEDS & SPROUTS: **Narada Productions** just released "Sunscapes" (1009), the third in a series of solo piano works by new age recording artist **Michael Jones**. His earlier projects, "Pianoscapes" and "Seascapes," are said to be among the label's best sellers . . . **Straight Ahead Records** of Laguna Beach, Calif., debuts with "Earth Rise," featuring **Richard Tandy** and **David Morgan** of **ELO**. The album was produced by **Steve Lipson**, best known for his work with **Frankie Goes To Hollywood, Grace Jones**, and the **Rolling Stones**. The label is headed by industry veteran **Gary Davis** and can be reached at 714-499-6227 . . . Beltsville, Md.-based **Liaison Records** has formed a new distribution and promotion services division for the Baltimore/Washington /Virginia market. Lines the arm will carry include **Full House** and **Speechless Records**.

CD ONE STOP

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COMING SOON—FRESH AIRE VI
Mannheim Steamroller/London Symphony

American Gramaphone Records announces the release of two Video Samplers in September on VHS and Beta Formats.

The audio quality on these videos is unparalleled.

See how easy hi-fi VCR sales become when demonstrating performance with an American Gramaphone Video Sampler.
Video Sampler I - AGV-366, Video S

CD One Stop Opens L.A. Facility In National Move

NEW YORK In a bid to offer national service on compact disks, West Redding, Conn.-based CD One Stop is set to open a Los Angeles facility Monday (25).

"We're trying to get into the market as a national one-stop," says company president Alan Meltzer.

'We're going into the major markets'

"And that means trying to supply all those little nooks and crannies."

Meltzer says he hopes the new facility, located on Olympic Boulevard in downtown Los Angeles, will be just the first of many regional outlets. "We're looking to go into most of the major markets," he says, with Chicago, Atlanta, and Dallas primary targets.

The crux of CD One Stop's pitch is a pledge to deliver anywhere in the country within 48 hours at a rate Meltzer says will not exceed the minimum UPS ground rates.

"We've made arrangements with various air carriers, and we will pay all air charges," he says. "Due to our volume, we've been able to negotiate some nice deals, and the customer will only have to pay minimum ground rates. One way or another, we will get the product there."

Like other suppliers, Meltzer readily admits that he is unable to obtain all CD titles. However, his outfit attempts to minimize customer frustration by using a computerized inventory system that can present stores with a daily list of in-stock items (Billboard, June 7). "To make promises and not to deliver is a big mistake in this business," he says.

"We have up to 1,500 titles at any given time, with 500-600 additional titles weekly," says Meltzer. "The stuff really comes and goes. If I get in 1,000 copies of 'Aja' by Steely Dan, it's gone the same day."

Meltzer, who started as a retailer, says he got into wholesaling a little over a year ago "because we couldn't find a CD one-stop that could give us a good fill. I finally decided to do it myself." He says he services over 1,000 accounts, including stores in Puerto Rico and Alaska.

FRED GOODMAN

New Releases

ALBUMS

The following configuration abbreviations are used: LP—album, EP—extended play; CA—cassette; NA—price not available. Multiple records and/or tapes in a set appear within parentheses following the manufacturer number.
▲ = Simultaneous release on CD.

POP/ROCK

BARNES & BARNES
Sicks—A Collection Of Tasteless Tunes
LP Rhino RNLP 70829 $8.98
CA RNC 70829 $8.98

BILLY & THE BEATERS
By Request—The Best Of ...
LP Rhino RNLP 70858 $8.98
CA RNC 70858 $8.98

CRUZADOS
Cruzados
LP Arista ALR 8439 $8.98

DICK DALE & THE DEL-TONES
Greatest Hits
LP Rhino RNLP 70074 $8.98
CA RNC 70074 $8.98

HUEY LEWIS & THE NEWS
Fore!
LP Chrysalis OV 41534/CBS no list
CA OVT 41534 no list

JAMES
Stutter
LP Sire 1 25437 WEA $8.98
CA 4 25437 $8.98

DON JOHNSON
Heartbeat
LP Epic BDE 40366 CBS no list
CA BDT 40366 no list

P.F. SLOAN
Precious Times—The Best Of ...
LP Rhino RNLP 70133 $8.98
CA RNC 70133 $8.98

▲ PAUL SIMON
Graceland
LP Warner Bros. 1 25447/WEA/$9.98
CA 4 25447 $9.98
CD 2 25447/$15.98

TOTO
Fahrenheit
LP Columbia FC 40273/CBS/no list
CA FCT 40273/no list

VARIOUS ARTISTS
Rock At The Edge
LP Arista AL86 8436 $6.98
CA 4CA6 8436 $6.98

COMPACT DISK

TONY BENNETT
Chicago
CD Dunhill DZ5004 no list

EL DEBARGE
El DeBarge
CD Gordy/Motown 6181GD/MCA no list

DEPECHE MODE
Black Celebration
CD Sire 2 25429 WEA $15.98

THE GENE HARRIS TRIO
The Gene Harris Trio Plus One
CD Concord CJ 303/no list

WOODY HERMAN
125th Street
CD Dunhill DZ5005 no list

MICHAEL JACKSON
Got To Be There
Ben
CD Motown 6000MD/MCA no list

RICK JAMES
The Flag
CD Gordy/Motown 8185GD/MCA no list

TEENA MARIE
Irons In The Fire
It Must Be Magic
CD Gordy/Motown 8003GD/MCA no list

DIANA ROSS
Diana
The Boss
CD Motown 8002MD/MCA/no list

ROYAL PHILHARMONIC ORCHESTRA
Plays The Beatles
CD Dunhill DZ5001 no list

MEL TORMÉ WITH ROB McCONNELL & THE BOSS BRASS
Mel Tormé With Rob McConnell & The Boss Brass
CD Concord CJ 306 no list

DIONNE WARWICK
Say A Little Prayer
CD DZ5008 Dunhill/no list

HANK WILLIAMS JR.
Montana Cafe
CD PolyGram 2 25412 WEA $15.98

STEVIE WONDER
My Cherie Amour
Signed, Sealed And Delivered
CD Tamla/Motown 8006TD MCA no list

DWIGHT YOAKAM
Guitars, Cadillacs, Etc., Etc.
CD Reprise 2 25372 WEA/$15.98

NEIL YOUNG
Landing On Water
CD Geffen 2 24109 WEA $15.98

BLACK

GEORGE BENSON
While The City Sleeps ...
LP Warner Bros. 1 25475 WEA $8.98
CA 4 25475 $8.98

FORCE M.D.'s
Chillin'
CD Jimmy Boy 2 1010 WEA $15.98

EDDY GRANT
Born Tuff
LP Portrait BFR 40284 CBS no list
CA FAT 40284 no list

DENIECE WILLIAMS
Hot On The Trail
LP Columbia FC 40084 CBS/no list
CA FCT 40084 no list

CLASSICAL

▲ BEETHOVEN
Concerto No. 5 In E-Flat
Andre Previn/Royal Philharmonic
LP RCA Red Seal HRC 5854 $9.98
CA HRE1 5854 $9.98
CD RCD1 5854 no list

HONEGGER
Symphony No. 2 For String Orchestra (1942). Symphony No. 4 "Delicaciae Basilensis" (1946)
Charles Dutoit/Bavarian Radio Symphony
LP Erato Digital NUM 75259 $10.98
CA MCE 75259 $10.98

▲ MOZART
Violin Concertos
Uto Ughi/Chamber Orchestra of Santa Cecilia
LP RCA Red Seal HRC1 5866 $9.98
CA HRE1 5866 $9.98
CD RCD1 5867 no list

ANTONIO SALIERI
Concerto For Piano And Orchestra In B-Flat; Concerto For Flute, Oboe, And Orchestra In C
I. Solisti Veneti/Claudio Scimone
LP Erato NUM 75257 $10.98
CA MCE 75257 $10.98

SCHOENBERG
Concerto For Violin, Op. 36; Concerto For Piano, Op. 42
Pierre Boulez/London Symphony
LP Erato Digital NUM 75256 $10.98
CA MCE 75256 $10.98

GOSPEL

JANET LYNN SKINNER
One Prayer Away
LP A&M WR8337 $8.98
CA WC 8337 $8.98

ALBERTINA WALKER
Spirit
LP 4AM WR 8339 $8.98
CA WC 8339 $8.98

NEW AGE

PAUL HALLEY
Pianosong
LP Living Music LM 0009 A&M $9.98
CA LC 0009 $9.98

FOR WEEK ENDING AUGUST 30, 1986

Billboard TOP COMPUTER SOFTWARE™

	THIS WEEK	LAST WEEK	WKS ON CHART	TITLE	Publisher	Remarks	Apple II	Atari	Commodore	IBM	Macintosh	TRS	CP/M	Other
ENTERTAINMENT	1	1	43	SILENT SERVICE	MicroProse	Submarine Simulation Game	●	●	●	●		●		
	2	4	43	ULTIMA IV QUEST OF THE AVATAR	Origins Systems Inc	Fantasy Role-Playing Game	●	●	●	●	●			
	3	3	17	ELITE	Firebird	Strategic Space Trading And Combat Adventure Game With Flight Simulator	●		●					
	4	8	25	HARDBALL	Accolade	Baseball Game	●		●					
	5	9	51	JET	Sublogic	Flight Simulation	●	●	●					
	6	16	3	WORLD KARATE CHAMPIONSHIP	Epyx	Action Adventure Game		●	●					
	7	19	7	INFILTRATOR	Mindscape	Helicopter Flight Simulator			●					
	8	7	13	LEADER BOARD	Access	Pro Golf Simulation Game			●					
	9	10	9	KING'S QUEST II	Sierra On-Line	Adventure Game	●			●				
	10	13	19	WIZARDS CROWN	SSI	Action Adventure Game	●		●					
	11	5	15	PHANTASIE II	SSI	Fantasy Role-Playing Game	●		●					
	12	14	9	U.S.A.A.F.	SSI	Simulation Game	●	●	●					
	13	2	27	THE BARD'S TALE	Electronic Arts	Fantasy Role-Playing Game	●		●					
	14	15	17	CONFLICT IN VIET NAM	MicroProse	Strategic Simulation Game	●	●	●					
	15	20	3	SUPER CYCLE	Epyx	Motorcycle Simulation Game			●					
	16	12	45	WINTER GAMES	Epyx	Arcade Style Sports Game	●		●					
	17	NEW▶		HACKER II: THE DOOMSDAY PAPERS	Activision	Strategy Adventure Simulation	●	●	●	●	●			
	18	11	23	FLIGHT SIMULATOR SCENERY DISKS	Sublogic	Additional scenery disks for use with Flight Simulator games	●	●	●					
	19	6	140	FLIGHT SIMULATOR	Microsoft	Simulation Package			●	●				
	20	NEW▶		CHESS MASTER 2000	Electronic Arts	Chess Program	●	●	●	●	●			

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●—DISK ◆—CARTRIDGE ★—CASSETTE

(Continued on next page)

...newsline...

FOUR MORE FOR CAMELOT: The North Canton, Ohio-based Camelot Music chain kicked off an expansion spree to close out its fiscal year, which concludes this month. Since its annual convention July 8-11 (Billboard, July 26), the company unveiled four stores in malls in Tulsa, Okla., Dotham, Ala., Fayetteville, N.C.; and Pittsburgh, Pa. The new units bring Camelot's store count to 184.

THE RETAIL ADVERTISING SEMINAR, staged by the New York-based National Retail Merchants Assn. (NRMA), is scheduled for Oct. 24-26 at the Westin Hotel in Chicago. In addition to sessions on new approaches to newspaper ads, direct mail, and television and radio promotions, the meet will include seminars conducted by John C. Williams, president of multinational John C. Williams Consultants, and John A. Torella, a member of the Retail Council of Canada and chairman of the Vickers & Benson retail ad agency. Cost for the confab is $260 for members and $295 for nonmembers, with a $25 discount for early registration.

PARENT PANIC: One of Sound Warehouse's stores in Mesquite, Texas, near Dallas, became the location of a protest over heavy metal. The picket was attended by a sole parent, not by a parents group, but still attracted enough attention to grab a story and photo in the Dallas Times Herald. Judy Amick, a mother of three from Pleasant Grove, expressed fears that acts like Iron Maiden, Ozzy Osbourne, and AC/DC are satanic, and she's convinced that her 16-year-old daughter's former drug problems resulted from her interest in heavy metal. Said Amick, "Sound Warehouse is not our enemy . . . Satan is and it's the music that we're coming out against."

FROM HERMIT TO HOUSE GUEST: Enigmatic reggae star Bunny Wailer, who had not left his native Jamaica for 14 years, made an in-store appearance at Tower Records' downtown store in New York City on Aug. 15. The one-hour afternoon autograph session by the Shanachie Records artist was done in conjunction with his long-anticipated Madison Square Garden concert, which was staged the following night.

GEOFF MAYFIELD

NEW RELEASES

(Continued from preceding page)

HOME VIDEO

Symbols for formats are ▲ = Beta, ♥ = VHS, ♦ = CED and ♣ = LV. Where applicable, the suggested list price of each title is given; otherwise, "No List" or "Rental" is indicated.

FILMS

THE AMAZING SPIDER-MAN
Nicholas Hammond, Lisa Eilbacher, Michael Paliki
▲♥ Playhouse Video $24.98

THE AMAZING SPIDER-MAN: THE CHINESE WEB
Nicholas Hammond, Robert F. Simon, Benson Fong
▲♥ Playhouse Video $24.98

THE AMAZING SPIDER-MAN: THE DEADLY DUST
Nicholas Hammond, Robert F. Simon, Michael Paliki
▲♥ Playhouse Video $24.98

THE AMERICAN SHORT STORY COLLECTION: RICHARD WRIGHT'S ALMOS' A MAN
LeVar Burton
▲♥ Monterey Home Video 132-994-IVE $24.95

ANATOMY OF TERROR
Paul Burke, Polly Bergen, Dinsdale Landen
▲♥ Thunderbird 202-992 $29.95

THE BELARUS FILE
Telly Savalas, Suzanne Pleshette, Max Von Sydow
▲♥ MGM Home Video 80270 $39.95

BIG BANDICOOT
Australian Sailing Team
▲♥ Venture 26-27 $39.95

BLUE SUEDE SHOES
Carl Perkins, George Harrison, Ringo Starr, Dave Edmunds, Eric Clapton
▲♥ MGM Home Video 80425 $29.95

THE DEVIL'S WEB
Diana Dors, Andrea Marcovicci, Ed Bishop
▲♥ Thunderbird 202-991 $29.95

THE DOG IS DEAD
Anthony Quinn, Frederic Forrest, Robert Forster
▲♥ MGM Home Video 80052 $59.95

SHELLEY DUVALL'S TALL TALES AND LEGENDS: CASEY AT THE BAT
Elliott Gould, Carol Kane, Howard Cosell
▲♥ Platypus-Gaylord Productions, Playhouse Video $29.98

EQUESTRIAN
Lockie Richards
▲♥ Venture 28-29 $39.95

ROBIN HOOD . . . THE LEGEND SERIES: THE SWORDS OF WAYLAND
Michael Praed, Rula Lenska
▲♥ Goldcrest Films & Television, Playhouse Video $39.98

IN SEARCH OF . . . VOL. 2
Leonard Nimoy
▲♥ MGM Home Video 212-977-IVE $29.95

LEONID KOGAN: INTERPRETATIONS
Leonid Kogan
▲♥ Kultur $39.95

To get your company's new video releases listed, send the following information—title, performers, distributor/manufacturer format(s), catalog number(s) for each format, and the suggested list price (if none, indicate "no list" or "rental")—to Nadine Reis, Billboard, 1515 Broadway, New York, N.Y. 10036

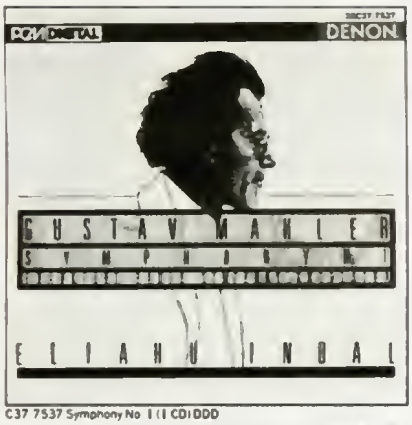
VIDEO PLUS

(Continued from page 48)

retailers, service centers, reps, and manufacturers. Its focus is the extended service and independent warranty administration business.

THE RCA DISTRIBUTOR and Special Products Division (609-853-2465) is debuting a new rechargeable nickel-cadmium video power pack for portable VCRs, camcorders, TVs, camera lights, computers, and other 12-volt applications up to 110 watts.

The model AVO46 is rated at 4.5 ampere hours and features an 11-cell, rather than the conventional 10-cell, design. It weighs in at 4.4 pounds and carries a suggested retail price of $124.95.



C37-7537 Symphony No. 1 (1 CD) DDD

C37-7603-4 Symphony No. 2 (2 CDs) DDD

C37-7828-9 Symphony No. 3 (2 CDs) DDD

C37-7952 Symphony No. 4 (1 CD) DDD

"For soaring vitality and ardor, I would rank it very near the top of the heap."

That's how Stereo Review's David Hall* compared Eliahu Inbal's interpretation of Mahler's Resurrection Symphony to "the likes of Tennstedt, Solti, Bernstein, Kubelik, Walter, and Klemperer." He also praised Inbal's "keen intelligence and musicality," and called Denon's recording "blessed with the acoustic surround of Frankfurt's Alte Oper."

Inbal's historic cycle of Mahler Symphonies continues with No. 3 and No. 4. Digitally recorded (naturally) by Denon (even more naturally).

*Feb. 1986 issue

DENON
The first name in digital recording.

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Denon Canada Inc. 17 Denison Street, Markham, Ontario L3R 1B5

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TOP CLASSICAL ALBUMS™

Compiled from a national sample of retail store sales reports

THIS WEEK	2 WKS AGO	WKS ON CHART	TITLE (LABEL & NUMBER)	ARTIST
1	1	28	★★ NO. 1 ★★ HOROWITZ: THE LAST ROMANTIC DG 419 045 (CD) 16 weeks at No. One	VLADIMIR HOROWITZ
2	5	12	ROMANCES FOR SAXOPHONE [illegible]	BRANFORD MARSALIS
3	4	24	PLEASURES OF THEIR COMPANY ANGEL DS [illegible] (CD)	KATHLEEN BATTLE, CHRISTOPHER PARKENING
4	7	22	TOMASI/JOLIVET: TRUMPET CONCERTOS CBS IM 42096 (CD)	WYNTON MARSALIS
5	9	94	AMADEUS SOUNDTRACK FANTASY WAM 1791 (CD)	● NEVILLE MARRINER
6	18	4	KATHLEEN BATTLE SINGS MOZART ANGEL DS 38297 (CD)	KATHLEEN BATTLE
7	11	14	TCHAIKOVSKY: PIANO CONCERTO NO. 1 DG 415 122 (CD)	IVO POGORELICH
8	20	4	PURCELL: DIDO AND AENEAS PHILIPS 416 299 (CD)	JESSYE NORMAN
9	13	10	THE KRONOS QUARTET NONESUCH 79111	THE KRONOS QUARTET
10	10	16	PRESENTING APRILE MILLO ANGEL DS 37356 (CD)	APRILE MILLO
11	14	20	COPLAND: BILLY THE KID/ RODEO ANGEL DS 37357 (CD)	SAINT LOUIS SYMPHONY (SLATKIN)
12	NEW▶		HOROWITZ: THE STUDIO RECORDINGS DG 419 217 (CD)	VLADIMIR HOROWITZ
13	17	12	BEETHOVEN: PIANO CONCERTO NO. 5 PHILIPS 416 215 (CD)	CLAUDIO ARRAU
14	21	62	GERSHWIN: RHAPSODY IN BLUE CBS IM 39699 (CD)	LOS ANGELES PHILHARMONIC (THOMAS)
15	15	12	BERNSTEIN: CANDIDE NEW WORLD NW 340-341 (CD)	NEW YORK CITY OPERA (MAUCERI)
16	19	16	RACHMANINOV: PIANO CONCERTOS 2 & 4 LONDON 414 475 (CD)	VLADIMIR ASHKENAZY
17	22	22	BEETHOVEN: PIANO CONCERTO 3 & 4 CBS IM 39814 (CD)	MURRAY PERAHIA
18	25	78	WEBBER: REQUIEM ANGEL DFO 38218 (CD)	DOMINGO, BRIGHTMAN (MAAZEL)
19	26	16	A BACH FESTIVAL FOR BRASS & ORGAN ANGEL DFO 37353 (CD)	THE EMPIRE BRASS
20	32	98	THE BEST OF WOLFGANG AMADEUS MOZART PHILIPS 41[illegible] 244 (CD)	NEVILLE MARRINER
21	31	350	PACHELBEL CANON/FASCH TRUMPET CONCERTO RCA FRL1 5468	● PAILLARD CHAMBER ORCHESTRA
22	27	24	STRAUSS: DON QUIXOTE CBS IM 39863 (CD)	YO-YO MA, BOSTON SYMPHONY (OZAWA)
23	33	160	HAYDN/HUMMEL/L. MOZART: TRUMPET CONCS CBS IM 37846 (CD)	WYNTON MARSALIS, NATIONAL PHILHARMONIC ORCH. (LEPPARD)
24	36	62	MUSIC OF WOLFGANG AMADEUS MOZART ANGEL SBP 3980	VARIOUS ARTISTS
25	34	26	BEETHOVEN: SYMPHONIES 1 & 2 L'OISEAU-LYRE 414 338 (CD)	ACADEMY OF ANCIENT MUSIC (HOGWOOD)

TOP CROSSOVER ALBUMS™

THIS WEEK	2 WKS AGO	WKS ON CHART	TITLE (LABEL & NUMBER)	ARTIST
1	—	—	★★ NO. 1 ★★ BEAUTIFUL DREAMER LONDON 417 242 (CD) 1 week at No. One	MARILYN HORNE
2	—	—	SONGS FROM LIQUID DAYS CBS FM 39564 (CD)	PHILIP GLASS
3	—	—	SWING, SWING, SWING PHILIPS 412 626 (CD)	BOSTON POPS (WILLIAMS)
4	—		DOWN TO THE MOON CBS FM 42255 (CD)	ANDREAS VOLLENWEIDER
5	—	—	BEGIN SWEET WORLD RCA AML1 7124 (CD)	RICHARD STOLTZMAN
6	—	—	ECHOES OF LONDON CBS FM 42119	JOHN WILLIAMS
7	—	—	BACHBUSTERS TELARC 10123 (CD)	DON DORSEY
8	—	—	BLUE SKIES LONDON 414 666 (CD)	KIRI TE KANAWA (RIDDLE)
9	—	—	BERNSTEIN: WEST SIDE STORY DG 415 [illegible] (CD)	TE KANAWA, CARRERAS (BERNSTEIN)
10	—	—	BERNSTEIN: WEST SIDE STORY (HIGHLIGHTS) [illegible]	TE KANAWA, CARRERAS (BERNSTEIN)
11	—	—	PASSIONE LONDON 417 117 (CD)	LUCIANO PAVAROTTI
12	—	—	SAVE YOUR NIGHTS FOR ME CBS FM 39866 (CD)	PLACIDO DOMINGO
13	—	—	SYNCOPATED CLOCK PRO ARTE CDD 264 (CD)	ROCHESTER POPS (KUNZEL)
14	—	—	BOLLING: SUITE FOR FLUTE AND JAZZ PIANO CBS M 33[illegible]	● JEAN PIERRE RAMPAL, CLAUDE BOLLING
15	—	—	BACH ON WOOD CBS M 39704	BRIAN SLAWSON

(CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units.

CLASSICAL KEEPING SCORE

by Is Horowitz

THE SEARCH FOR a new head of RCA/Ariola's classical division has ended with the appointment of **Michael Emmerson** as president, RCA Red Seal. He comes to the label with long experience in artist management, concert promotion, and theater management in the U.K. Among the artists whose careers he has guided are the flutists **James Galway** and **Elena Duran**.

Emmerson is appointed chief of RCA Red Seal

Although Emmerson's responsibilities are worldwide, his base of operations will be New York. He was already at work in his Gotham office early last week.

No changes have been announced in the personnel makeup of the Red Seal division, although its future structure is expected to reflect the international mandate undertaken by Emmerson.

LATE LAST YEAR, Fanfare Records set a record of sorts by rushing an album out to market just a couple of weeks after recording sessions were held. That album was "Kunzel on Broadway," with the Winnipeg Symphony Orchestra conducted by **Erich Kunzel**.

Well, the Canadian label is gearing up for a repeat. Sessions have been inked in for Nov. 12 in Winnipeg for "More Kunzel on Broadway." Fanfare president **Julian Rice** says jackets and artwork for the LP and cassette will be ready in front, and he promises that the package will be on the street before November has run its course, still in time for Christmas action. Compact disks will follow early in 1985.

It will be Kunzel's last studio album for the label. Fanfare's deal with the popular pops conductor will come to an end with a "Best of Kunzel" pickup album next year, before a recently negotiated exclusive recording agreement between Kunzel and Telarc Records takes effect. Kunzel, of course, has had a string of CD hits on Telarc. He has also recently recorded for Pro Arte and before that for Moss Music.

Fanfare, which is currently screening sales director candidates, will be setting up an office in September at Intercon, in Wallington, N.J., the label's U.S. distributor. And starting in October, says Rice, the company will be represented in Europe by MCS, out of Zurich, Switzerland.

Sessions in Toronto last week found 18-year-old Canadian cellist **Shauna Rolston** before Fanfare microphones in a program of Gershwin selections. This will be only one in a number of Gershwin projects the label will bow in 1987 to mark the 50th anniversary of the composer's death.

FIRST FRUIT of the recent takeover by Angel Records of Deutsche Harmonia Mundi distribution in the U.S. has moved out to dealers. These include several Beethoven and Brahms symphonies performed by **Gunter Wand** and the North German Radio Orchestra—initial installments, so to speak, of complete cycles on the way.

The first batch of Deutsche Harmonia Mundi titles, on CD only, sport stickers on the outer packaging giving the Angel number. Otherwise, label and artwork are the DHM originals. Later product will bear Angel logo and numbers, says **John Pattrick**, Angel vice president.

EMI took over worldwide distribution of the DHM line several months ago, although its Electrola subsidiary had long represented the material in its territory. In the U.S., the line was most recently handled by Intersound, Minneapolis.

LATIN NOTAS

by Enrique Fernandez

Enrique Fernandez is on vacation. This week's column was written by Carlos Agudelo.

RADIO AIRPLAY CHARTS for the Latin music market in the U.S. and Puerto Rico will be appearing in Billboard, starting the first week of October. A new Hot Latin 50 chart for singles will be added to the extensive range of Billboard listings, which already include the Top Latin Albums chart for retail sales. As the Latin equivalent of the Hot 100 chart, the Hot Latin 50 will provide Spanish-language broadcasters and the Latin record industry with a very accurate reflection of the performance of their cuts in the airwaves.

Radio broadcasters in Spanish amount to more than 200, with one-third of them transmitting full time in this language. All areas where the Hispanic population is concentrated in the continental U.S. are substantially covered by AM and FM radio stations. Additionally, there are about 100 radio stations in Puerto Rico.

So far, response to the idea has been very positive, especially from radio programmers and the record industry. Most of them view the new Hot Latin 50 chart as a new step toward the mainstream position the Latin market deserves. The Latin pages of Billboard will be more open to Latin radio news, and suggestions and comments are very welcome.

"MAQUINA MUSICAL" is the name of two trucks and a promotion campaign for Miller. The trucks travel to parks across the country and are converted into 32-foot long stages, complete with lights and sound, and are used for showcasing nationally known black and Latin acts. Willie Colon, Antonio De Jesus, Nestor Daniel y Los Terricolas, Grupo Anhelo, Los Bondadosos, La Sombra, and Everaldo y su Flota Musical are some of the groups that have performed in Los Angeles, Chicago, and San Francisco as well as in Texas in Houston, El Paso, Corpus Christi, and San Antonio. Two more events are scheduled for New York and Los Angeles. In Miami, "Maquina Musical" set the stage

Hot Latin 50 chart will soon expand Billboard's coverage

for an emotional reunion of the Fania All Stars, featuring most of its old-time legends. The Miller campaign is part of a growing trend of corporate sponsorships of minority events. It keeps getting bigger every year, just as the Latin population strives to increase its share of the American dream.

TWO ALMOST simultaneous releases from RCA jumped into the charts this past week, Juan Gabriel's "Pensamientos" and Durcal's "Siempre." Both albums assert the quality and musical longevity of their singers. Rocio Durcal is by all means the most consistent female seller of albums in the U.S., a just reward for her passionate and always fresh interpretations. And Gabriel, constantly improving as a composer, singer, and showman, has come up with a high-quality production, setting new standards for the future of Latin

Prism, Coliseum Ink Congress Distribution Deal

BY TONY SEIDEMAN

NEW YORK In an unusual distribution move, Prism Entertainment and Coliseum Video have contracted with Congress Video to use the low-price specialist to distribute their product to mass-merchandise accounts.

Prism will distribute its $12.95 list-price Video Collection line through Congress; Coliseum, its sell-through-price wrestling product. Embassy Home Entertainment has already made a deal that has Congress carrying more than a dozen of its programs for the mass-merchant market.

Congress has a sales staff of 43 people dedicated completely to the mass-merchandise market. They are currently working more than 120 national accounts, says Tim Frye, president of Congress. Congress product also goes through the major rackjobbers, with Handleman Co. recently purchasing 130,000 units, Frye says.

Teaming up with Congress was a necessity for Prism, Robin Montgomery, senior vice president of the company, says. At the June Consumer Electronics Show, Prism committed to having its product in 10,000 mass-merchant outlets by the end of 1986.

Prism had to add 40-50 people to its sales department or use a special-purpose distributor. Congress proved the only alternative inexpensive enough to make going to an outside firm economically viable, Montgomery says. Prism is not moving away from its conventional distribution system, Montgomery says. "My distributor network will stay intact."

Montgomery admits the staff situation at Prism has had an impact on Video Collection sales. The company simply didn't have the people or time to pay proper attention to the new retail accounts it needs to nurture to properly launch the sell-through line. Congress will also be working Prism's 100% returns program, which is designed to open mass outlets.

The Video Collection was announced at the January Consumer Electronics Show. Prism claimed sales of 400,000 units through June and says that volume now stands at 440,000 pieces.

The 120-plus accounts serviced by Congress' inside sales force reach about 20,000 outlets. Of those, 10,000 are visited once a month.

'Smaller accounts don't hassle me—they pay on time'

Frye estimates the total universe of potential outlets at 40,000-50,000.

Congress plans eventually to reach all of these. The concentration, Frye says, will be on the smaller accounts because "smaller accounts don't hassle me—they pay on time."

Low-price manufacturers are using a number of routes to reach the mass merchants. Kartes Video Communication has linked with Hanes DSD to get its product into mass-merchant outlets. Congress goes directly to the video buyers, most of whom are record buyers as well.

Although some manufacturers say the best way to get to the mass merchants is to piggyback video product on top of other items, Frye says, "That's been directly the opposite of our experience." The company has met significant resistance when it has tried to go to nonvideo departments, he says.

Mass-merchant reception of video is proving increasingly enthusiastic, he says, with stores doubling and tripling the space they devote to the product. As an example of the rising interest, he points to a recent order by K-mart that shipped product to 1,600 stores.

Congress is open to working with other software manufacturers to get their product to mass-merchant outlets, Frye says. Further deals with Prism are also a possibility.

Technical Hitch. Laserdisc Corp of America recently held a mock wedding to celebrate the creation of its compact laserdisk format. Pictured, from left, are Dave Baesler, LDC vice president of sales, Donna Ventimiglia, public relations coordinator; Ron Rich, vice president of Pioneer Artists the happy couple, Mike Inoue, LDC vice president and general manager, and John Talbot, vice president of marketing for LDC.

Rand McNally Lends Experience

Vestron To Offer Travel

NEW YORK Lightning Video, the Stamford, Conn.-based subsidiary of Vestron Video, is releasing a line of travel videocassettes under the renowned Rand McNally banner.

The first six "Rand McNally Travel Guides"—all priced at $29.95 and either 60 or 90 minutes long—will be released Oct. 14. The celebrity-hosted titles focus on popular U.S. vacation spots and are hosted by celebrities associated with a particular locale. According to Jon Peisinger, Vestron Video chief operating officer, they will be followed by three to four quarterly releases.

The initial guides, the "Great American Escape" line, are titled "New York City," hosted by Tony Randall; "Hawaii," hosted by James Farentino; "San Francisco," hosted by Jill St. John; "Central Florida," hosted by Annette Funicello; and "Colorado Ski Resorts" and "Ski New England," both hosted by ski coach and commentator Bob Beattie. Besides the celebrity narration and the accompanying travel photography, the tapes include planning guides and animated maps, hotel and amusement information, and additional travel tips.

Forthcoming titles will highlight Washington, D.C.; Mexico City; and locales in Russia and China.

Peisinger says that both Vestron and Lightning have been approached on numerous occasions by travel video producers, but only the VideoTrip Co., which produced the travel guide series in conjunction with Rand McNally, provided a commercially viable product.

"We were disturbed by the visual quality and timeliness of other travel videos, none of which had a hook to attract the consumer," says Peisinger. "But with our National Geographic video series, we learned a great lesson: Having a name like National Geographic provides instant verification of what is in a program and its quality. With VideoTrip, the quality was there, but we still needed that hook, which is what Rand McNally gives us in the same way that National Geographic does."

Peisinger adds, however, that Rand McNally provides more than just name value. He says that the product will be distributed through Rand McNally & Co.'s mail-order catalog business, together with its other extensive travel-aid merchandise.

According to Rand McNally's president, Andrew McNally IV, the company has been involved with the programs' editorial content, ensuring that each guide offers "useful

(Continued on next page)

FOR WEEK ENDING AUGUST 30, 1986

Billboard.

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TOP MUSIC VIDEOCASSETTES™

Compiled from a national sample of retail store sales reports

THIS WEEK	2 WKS. AGO	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Type	Price
			★ ★ NO. 1 ★ ★					
1	1	9	THE #1 VIDEO HITS ▲	Arista Records Inc MusicVision 6-20631	Whitney Houston	1986	SF	14.95
2	2	9	DICK CLARK'S BEST OF BANDSTAND	Dick Clark Video Vestron Music Video 1028	Various Artists	1986	D	29.95
3	5	39	THE VIRGIN TOUR MADONNA LIVE ●	Sire Records Warner Music Video 3-38105	Madonna	1985	C	29.98
4	3	11	I CAN'T WAIT	RCA Video Prod. Inc MusicVision 6-20524	Stevie Nicks	1986	SF	19.95
5	4	11	ROCK ME FALCO	A&M Records Inc A&M Video 6-21015	Falco	1986	SF	19.95
6	10	5	THE ULTIMATE OZZY	CBS Video Music Enterprises CBS-Fox Music Video 6199	Ozzy Osbourne	1986	LF	29.98
7	6	17	LOOK TO THE RAINBOW	PAZ Inc./E.J. Stewart Inc USA Home Video 312847	Patti LaBelle	1986	C	29.95
8	9	7	RIPTIDE	Island Records Inc MusicVision 6-20635	Robert Palmer	1986	SF	14.95
9	7	39	MOTOWN 25: YESTERDAY, TODAY, FOREVER ▲ ●	Motown Pictures Co MGM/UA Home Video 300302	Various Artists	1983	D	29.95
10	NEW▶		GENESIS LIVE: THE MAMA TOUR	Picture Music Intl Atlantic Video 50111-3-5	Genesis	1986	C	24.98
11	12	7	FUEL FOR LIFE	CBS Video Music Enterprises CBS-Fox Music Video 7104	Judas Priest	1986	LF	19.98
12	15	3	THE MAKING OF GTR	Arista Records Inc MusicVision 6-20633	GTR	1986	D	19.95
13	11	43	NO JACKET REQUIRED ●	Atlantic Records Inc Atlantic Video 50104	Phil Collins	1985	SF	19.98
14	20	5	BROTHERS IN ARMS	Warner Bros. Inc Warner Reprise Video 38119	Dire Straits	1986	SF	19.98
15	13	27	JOHN LENNON LIVE IN NEW YORK ●	Picture Music Intl Sony Video Software 96W50128-00127	John Lennon	1986	C	29.95
16	8	11	IMAGINE	Picture Music Intl Sony Video Software RO429	John Lennon	1986	D	29.95
17	14	27	PORTRAIT OF AN ALBUM ● ◆	Quincy Jones Productions MGM/UA Home Video 400648	Frank Sinatra	1986	D	39.95
18	NEW▶		FAT BOYS ON VIDEO: BRR, WATCH 'EM!	Sutra Records, Inc MCA Dist. Corp. 80382	The Fat Boys	1986	SF	19.95
19	17	29	ARENA	Picture Music Intl HBO/Cannon Video TVF2789	Duran Duran	1985	LF	29.95
20	18	3	RICKY NELSON IN CONCERT	Silver Eagle Records, Inc MCA Dist. Corp. 80360	Ricky Nelson	1985	C	[illegible]

● Recording Industry Assn. of America gold certification for theatrical films: sales of 75,000 units or suggested list price [illegible] million for non theatrical made for home video product, 25,000 or $1 million for music video product; [illegible] sales of 150,000 units or suggested list price income of $6 million (60,000 or $2.4 million for non [illegible] value of $2 million for music video product). Titles certified prior to Oct. 1, 1985 [illegible] certification for a minimum sale of 75,000 units or a dollar volume of $3 million at retail for [illegible] $1 million at suggested retail for non theatrical titles. SF: short form; LF: long form; [illegible]

The Laser News

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Nelson Becomes Major Player In Industry

VANCOUVER Nelson Holdings International Ltd., only a year ago a minuscule company, is suddenly a major player in the international home video and film production business.

The Vancouver-based company has purchased Embassy Home Entertainment, an important home video indie, from Coca-Cola Co. for $85 million (Billboard, Aug. 16).

The deal draws Embassy into co-production and distribution. Nelson president Barry Spikings says the move will represent a commitment of $175 million to $200 million in production and marketing money (all figures are in Canadian dollars).

Under the terms of the deal, a subsidiary, Nelson Entertainment Inc. of Los Angeles, will join with Coca-Cola's entertainment companies, with each side co-financing and distributing six films in the next three years. Coca-Cola pledges North American theatrical release, while Embassy retains North American home video rights.

Embassy's revenue is on an upswing, with 1985 sales at $72.2 million and pretax profits coming to $14 million.

Last year, Nelson had only $68,690 in the bank and a deficit of $53,443. It has since brought aboard Spikings, former head of EMI Film and Theatre Corp. of London, and it acquired Galatic Films Inc. last year. Stock prices have increased tenfold to roughly $5 on the Vancouver Stock Exchange.

Nelson raised $10 million privately, issued a $60 million public offering, and arranged a $25 million loan and credit line for working capital as part of the arrangement to take over Embassy. KIRK LAPOINTE

VESTRON TRAVEL TAPES

(Continued from preceding page)

and practical information to the traveler, which we feel is critical for it to be successful." He says that Rand McNally will further support Lightning in its advertising and promotion of the cassettes.

"We want to promote each other's lines, because each one complements the other," says McNally. "If somebody is interested in a trip, he may buy or rent a video. The next step is to buy a map. So there's a natural tie-in, and there may be an opportunity in the future to package the various forms of travel information together."

Gordon Bossin, Lightning's vice president, marketing and sales, says that tie-ins with the travel business are being explored. "We're looking to offer valuable discount coupons with tape purchases, which will be good for a variety of travel-related things like car rentals and tours. We've already contacted the travel agent business, which includes over 25,000 agents in the U.S. Some are beginning to carry travel tapes and are selling them directly to customers or otherwise using them to promote trips.

Fast Forward

BY FRANK LOVECE

A biweekly survey of technical developments in the hardware and software sides of the home video industry.

Even before the technology arrived that made electronic television possible, there was TV. It wasn't very good TV, since it transmitted images slowly and awkwardly using mechanical rather than electronic means, but for most experimenters and hobbyists from about 1910 until the mid-'30s, mechanical TV *was* TV. If it weren't for the electronic-TV breakthroughs of Philo Farnsworth and Dr. Vladimir Zworykin in the '20s and '30s, mechanical-TV researchers might have kept on pursuing that dead-end technology for decades without success. Today, the field of three-dimensional TV and video still seems to be waiting for its own versions of Farnsworth and Zworykin.

The notion of making a flat, two-dimensional image (with length and width) appear three-dimensional (with length, width, and depth) has captivated us since Renaissance artists first learned about perspective. Yet turning theory into practice has proved difficult, sometimes hilariously so. While 3-D movies have never really left us—the faddish 3-D films of the '50s having evolved into such amusement-park spectaculars as Disney's upcoming George Lucas/Francis Ford Coppola/Michael Jackson extravaganza, "Captain Eo"—neither have some fundamental problems. No one has yet come up with a way around the most obviously troublesome aspect of 3-D imaging, the need for red and blue lenses that viewers generally must wear as eyeglasses.

Certainly, JVC and Sharp haven't overcome that problem with the 3-D-videodisk system both companies have recently demonstrated. But now that they're attempting to use 3-D as yet another hook to market JVC's on-again/off-again VHD (Video High Density) videodisk format, it might be instructive to take a look at 3-D video's problematic history.

First of all, it does have one. As far back as 1980, MCA pioneered 3-D prerecorded videocassettes. Unfortunately, image-alignment problems forced the company to recall the only two 3-D titles it released, the '50s monster movies "The Creature From The Black Lagoon" and "It Came From Outer Space."

Not long afterward, Adult Video released the 3-D X-raters "Mud Madness" and "Foxy Boxing," neither of which sparked the market, as X-rated fare did for home video itself years ago. Select/Essex Video soon followed up with the relatively big-budget "Sexcalibur." It, too, bombed. The independent label Wizard Video announced it would release the film "Parasite" in 3-D, but then, citing image-clarity problems, it reconsidered.

Yet while 3-D video couldn't

(Continued on next page)

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WARNER HOME VIDEO

FAST FORWARD

(Continued from preceding page)

make either a commercial or a technological foothold, 3-D television broadcasts and cablecasts did a little better. Enjoying a brief popularity in 1982-83, 3-D TV versions of such old 3-D flicks as "B'Wana Devil," "Kiss Me Kate," "Revenge Of The Creature," "Gorilla At Large," "Inferno," "Miss Sadie Thompson," and "The Mask" (aka "Eyes Of Hell") were fairly popular in syndication and on cable TV. Since that flurry, however, both the curiosity value and the amount of 3-D programming has leveled off.

In light of this, the 3-D videodisk demonstrations at the recent Summer Consumer Electronics Show were a mixture of hope and frustration. Using an adapted VHD videodisk player, a prerecorded disk carrying images of balloons and clowns and a walk-up faceplate substituting for 3-D glasses, the demonstration offered images with a great amount of depth and clarity, yet also with a great amount of flicker.

The reason for both is that the system departs from the usual method of projecting 3-D. Generally, 3-D is achieved by projecting what to the normal eye looks like a pair of identical images—one tinted red, one tinted blue—that are slightly out of sync with each other. Lenses—one red, one blue—channel one image to each eye, and for most viewers, this produces an illusion of depth.

The VHD method involves images that to the unaided eye look normal and two-dimensional, rather than red-and-blue and out-of-sync. The trick is that two cameras are used to videotape a scene, in order to capture two slightly different angles that simulate the two slightly different angles from which our eyes view objects.

Left-eye-angle shots rapidly alternate with right-eye-angle shots—the result of which, in conjunction with 3-D lenses, is a pronounced 3-D effect with an equally pronounced and very bothersome flicker. Normal two-dimensional viewing is said to be possible by playing back the left-eye images only.

Three-dimensional VHD's shortcomings seem inherent in the technology—just as mechanical TV's limitations were. Advances in holography—the physics offshoot devoted to laser-based 3-D imaging—may at some point cross over into videodisk technology. The still-evolving field of high-definition video may even have an impact on 3-D. For now, however, 3-D is a dormant, disappointing dud.

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VidAmerica Slashes Prices On 88 Titles

NEW YORK VidAmerica, a small manufacturer, is battling for some visibility among all the giant promotions scheduled for this season by making permanent price cuts on 88 titles.

Among the films that will now sell for $19.95 are "King Kong," "Citizen Kane," "The Thing," "Fort Apache," "Top Hat," and "She Wore A Yellow Ribbon."

Films from all of the company's categories—sports, comedy, children's product, the company's Koala Family Kollection, feature films, classics, special interest product, and horror—will be included in the promotion.

"We're hoping to use it to really crack the mass merchandisers, to give them a reason to buy," says VidAmerica vice president and general manager Gary Needle.

VidAmerica hopes to cash in as well on an old TV series. It will release colorized episodes of "Wanted, Dead Or Alive," the show that gave Steve McQueen his first starring role. The episodes are just under 30 minutes long and will retail for $19.95 each. Two episodes will be coming out in September—"Reunion For Revenge" and "The Medicine Man."

The VidAmerica price cuts will take effect in September. Lists on most of the company's strongest titles will be slashed, including those in the J. Arthur Rank Collection. Reduced to $29.95 will be "Caesar And Cleopatra," "49th Parallel," "Black Narcissus," "The Life And Death Of Colonel Blimp," "The Seventh Veil," "The Man In Grey," and "Seance On A Wet Afternoon."

Dramas dropping down to $19.95 will be "Gunga Din," "The Hunchback Of Notre Dame," "Joan Of Arc," "The Magnificent Ambersons," and "Sinbad The Sailor."

Ten titles from VidAmerica's Koala collection will be price-cut to $29.95. Among the programs are "Doctors & Nurses," "Fatty Finn," "Lincoln County Incident," and "Phantom Treehouse." The company's sports titles will also drop to that price, with such releases as "The Boys Of Summer," "Baseball: Fun And Games," "Baseball's Hall Of Fame," and "Boxing's Greatest Champions" all getting cut.

Among the 14 comedy titles due to be cut are "The Con Artists," "Follow That Camel," "To Paris With Love," and "Doctor At Large." All these will be $29.95. Reduced to $19.95 will be "The Guinness Book Of World Records," "The Bermuda Triangle," "James Dean—The First American Teenager," and "The Killing Of President Kennedy: New Revelations Twenty Years Later."

Leading the horror titles will be "The Corpse Vanishes" at $19.95; "The Catamount Killing" and other titles will be out at $29.95.

The music titles "Neil Young In Berlin" and "Yessongs" will also be price-cut.

Among the marketing materials VidAmerica has created to support its price-cut program is a new video catalog. TONY SEIDEMAN

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...newsline...

"COMIC RELIEF" is coming out on videocassette. Karl/Lorimar Home Video, following the path set by the "Sun City" videocassette, will be releasing the program, which stars Robin Williams, Whoopi Goldberg, and Billy Crystal. The show was broadcast live on Home Box Office when "Comic Relief" was first staged. Money from "Comic Relief" will be used to feed and clothe the homeless.

VESTRON VIDEO saw higher revenues and lower profits for the second quarter of 1986. The company's sales came to $55.36 million for the period, while revenues were $4.79 million. In 1985, second-quarter sales came to $49.39 million, while revenues were $10 million. The company blamed the lower-than-expected profits on retailer buying habits, saying stores concentrated on hit feature-film titles rather than the B and C titles that make up much of Vestron's catalog. Acquisition costs also increased substantially, the company claims. Per-share income dropped by more than 50%, from 29 cents to 13 cents.

JACQUES COUSTEAU is going to be on two labels at once when Pacific Arts Video releases The Undersea World Of Jacques Cousteau. Undersea will bring 10 Cousteau programs to market, all of them nature titles: "The Singing Whale," "The Unsinkable Sea Otter," "The Smile Of The Walrus," "A Sound Of Dolphins," "Octopus-Octopus," "The Dragons Of Galapagos," "The Desert Whales," "The Flight Of Penguins," "The Forgotten Mermaids," and "Whales." List price on all the titles is $24.95. The company is also releasing "Ansel Adams. Photographer," at $29.95. Warner Home Video recently released a selection of Cousteau titles, but none of them are the same as those on Pacific Arts.

"HOLLYWOOD GHOST STORIES" is the name of one of the treats Warner Home Video is putting on sale this Halloween season. A 75-minute, made-for-video anthology of horror tales, the video focuses both on Hollywood's films and the industry itself. Ghostly movies will be highlighted, as will spectral situations occurring on sets. Host of the show is John Carradine. Suggested list price is $29.98, ship date is Sept. 24.

BILL WALTON, star of the Boston Celtics, is host of Advantage Video's first release. Titled "Bill Walton's Family Fitness," the program is designed to give a complete fitness plan for families. List price is $29.98. Each cassette comes with Contact exercise straps, which allegedly provide a workout similar to that given by Nautilus machines.

CHILDREN'S PROGRAMMING comes to Pioneeer Artists with the première of "Rupert And The Frog Song," a title produced by Paul McCartney. It will be released on 8-inch videodisk. Suggested list price is $16.95. There are three animated cartoons on the disk. "Rupert And The Frog Song," "Seaside Woman," and "Oriental Nightfish," the last two performed by Linda McCartney & Wings.

CBS/FOX VIDEO sublabels Key Video and Playhouse Video are both releasing themed packages of titles. The Key Video package is tied to the Halloween season and has five titles. "Killer Party," "The Vindicator," and "Dark Night Of The Scarecrow," all at $79.98 each, and "Killer Fish" and "The Strangler" for $59.98 each. Playhouse is taking a Western theme, with "Junior Bonner," "Yuma," "Wild Women," "Duel In The Sun," "Apache," and "The Oklahoman." All the Playhouse titles are $59.98.

"HOW TO GOLF" is the name of the latest how-to video from Karl/Lorimar. The program stars Jan Stephenson and lists for $29.95.

TRAVELVIEW INTERNATIONAL is the new name of Travelvision International. The company made the name change in response to the number of firms using the word "travelvision" to describe their products. Thirty-seven locations have been profiled by the company, with programs on Sonora, Mexico, Hong Kong, and central Florida due in September. Travelview is a division of East Texas Distributing. TONY SEIDEMAN

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TOP VIDEOCASSETTES™ SALES

Compiled from a national sample of retail store sales reports.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE	Copyright Owner, Manufacturer, Catalog Number	Principal Performers	Year of Release	Rating	Price
			★ ★ NO. 1 ★ ★					
1	1	43	JANE FONDA'S NEW WORKOUT ▲	KVC RCA Video Prod Karl Lorimar Home Video 069	Jane Fonda	1985	NR	39.95
2	2	57	THE SOUND OF MUSIC ▲ ◆	CBS-Fox Video 1051	Julie Andrews Christopher Plummer	1965	G	29.98
3	5	28	ALIEN ▲ ◆	CBS Fox Video 1090	Sigourney Weaver Tom Skerritt	1979	R	29.98
4	4	12	BACK TO THE FUTURE ▲ ◆	Amblin Entertainment MCA Dist. Corp. 80196	Michael J. Fox Christopher Lloyd	1985	PG	79.95
5	7	35	CASABLANCA ▲	CBS-Fox Video 4514	Humphrey Bogart Ingrid Bergman	1942	NR	29.98
6	3	54	ALICE IN WONDERLAND ▲ ◆	Walt Disney Home Video 36	Animated	1951	G	29.95
7	8	56	PINOCCHIO ◆	Walt Disney Home Video 239	Animated	1940	G	29.95
8	9	10	KATHY SMITH'S BODY BASICS ●	JCI Video Inc JCI Video B111	Kathy Smith	1985	NR	29.95
9	6	6	WHITE NIGHTS ▲	RCA/Columbia Pictures Home Video 6-20611	Mikhail Baryshnikov Gregory Hines	1985	PG-13	79.95
10	16	224	JANE FONDA'S WORKOUT ▲ ◆	KVC RCA Video Prod Karl Lorimar Home Video 042	Jane Fonda	1982	NR	59.95
11	14	3	DELTA FORCE	Cannon Films Inc Media Home Entertainment M841	Chuck Norris Lee Marvin	1985	R	79.95
12	10	9	WHITNEY HOUSTON THE #1 VIDEO HITS ▲	MusicVision 6-20631	Whitney Houston	1986	NR	14.95
13	15	12	PLAYBOY VIDEO CENTERFOLD 2	Karl Lorimar Home Video 503	Teri Weigel	1986	NR	9.95
14	37	2	ENEMY MINE	CBS-Fox Video 1492	Dennis Quaid Louis Gossett Jr.	1985	PG-13	79.98
15	12	3	MURPHY'S ROMANCE	RCA/Columbia Pictures Home Video 6-20649	Sally Field James Garner	1985	PG-13	79.95
16	29	2	IRON EAGLE	CBS-Fox Video 6160	Louis Gossett Jr. Jason Gedrick	1986	PG-13	79.98
17	23	39	KATHY SMITH'S ULTIMATE VIDEO WORKOUT ▲	JCI Video Inc JCI Video B100	Kathy Smith	1984	NR	29.95
18	NEW ▶		MIAMI VICE II-THE PRODIGAL SON	Universal City Studios MCA Dist. Corp. 80349	Don Johnson Philip Michael Thomas	1985	NR	29.95
19	13	18	THE KING AND I ▲ ◆	CBS-Fox Video 1004	Yul Brynner Deborah Kerr	1956	NR	29.98
20	20	4	WINNIE THE POOH AND THE BLUSTERY DAY	Walt Disney Home Video 63	Animated	1986	G	14.95
21	17	11	AUTOMATIC GOLF ▲	Video Reel Video Associates VA39	Bob Mann	1983	NR	14.95
22	11	6	THE JEWEL OF THE NILE ▲	CBS-Fox Video 1491	Michael Douglas Kathleen Turner	1985	PG	79.98
23	28	2	HOUSE	New World Pictures New World Video 8525	William Katt George Wendt	1986	R	79.95
24	21	3	THE HITCHER	HBO/Cannon Video TVA3756	Rutger Hauer C. Thomas Howell	1985	R	79.95
25	24	42	BEVERLY HILLS COP	Paramount Pictures Paramount Home Video 1134	Eddie Murphy	1985	R	29.95
26	18	91	PRIME TIME ▲ ◆	KVC RCA Video Prod Karl Lorimar Home Video 058	Jane Fonda	1984	NR	39.95
27	27	2	WINNIE THE POOH AND THE HONEY TREE	Walt Disney Home Video 49	Animated	1965	G	14.95
28	19	4	SPIES LIKE US	Warner Bros. Inc Warner Home Video 11533	Dan Aykroyd Chevy Chase	1985	PG	79.95
29	NEW ▶		YOUNGBLOOD	MGM/UA Home Video 800966	Rob Lowe Patrick Swayze	1985	R	79.95
30	39	76	GONE WITH THE WIND ▲ ◆	MGM/UA Home Video 900284	Clark Gable Vivien Leigh	1939	G	89.95
31	25	17	AFRICAN QUEEN ▲ ◆	CBS-Fox Video 2025	Humphrey Bogart Katherine Hepburn	1951	NR	29.98
32	22	2	AN AMAZIN' ERA THE NEW YORK METS 25TH ANNIVERSARY	Major League Baseball Prod Scotch Sports Collection Edition	New York Mets	1986	NR	19.95
33	32	4	POUND PUPPIES	Family Home Entertainment F1193	Animated	1985	G	14.95
34	26	40	MARY POPPINS ● ◆	Walt Disney Home Video 23	Julie Andrews Dick Van Dyke	1964	G	29.95
35	35	44	ROMANCING THE STONE ▲	CBS-Fox Video 1358	Michael Douglas Kathleen Turner	1984	PG	29.98
36	30	27	THE MALTESE FALCON	CBS Fox Video 4530	Humphrey Bogart Mary Astor	1941	NR	29.98
37	36	25	RETURN OF THE JEDI ▲	CBS-Fox Video 1478	Mark Hamill Harrison Ford	1983	PG	79.98
38	31	10	JAGGED EDGE ▲	RCA/Columbia Pictures Home Video 6-20591	Glenn Close Jeff Bridges	1985	R	79.95
39	33	42	MOTOWN 25: YESTERDAY, TODAY, FOREVER ▲ ◆	Motown Pictures Co MGM/UA Home Video 300302	Various Artists	1983	NR	29.95
40	38	10	WRESTLEMANIA 2 ●	Titan Sports Inc Coliseum Video 021	Various Artists	1986	NR	39.95

● recording Industry Association of America gold certification for theatrical films: sales of 75,000 units or suggested list price income of $3 million (30,000 or $1.2 million for non theatrical made for home video product). 25,000 or $1 million for music video product). ▲ RIAA platinum certification for theatrical films: sales of 150,000 units or suggested list price income of $6 million (60,000 or $2.4 million for non theatrical made for home video product), 50,000 units or a value of $2 million for music video product). Titles certified prior to Oct. 1, 1985 were certified under different criteria.) ● International Tape Disc Assn. certification for a minimum sale of 75,000 units or a dollar volume of $3 million at retail for theatrically released programs, or of at least 25,000 units or $1 million at suggested retail for non theatrical title. SF: short form. LF: long form. C: concert. D: documentary.

Sign-Up Begins For 2nd N.Y. Intl Market

NEW YORK Companies have begun signing up for the second New York International Home Video Market. Metro Video, McGraw-Hill, Kodak, Karl/Lorimar Home Video, Ingram, Esquire, Video Gems, and Best Film And Video are among the 50 firms that have signed up so far.

The show will be held in New York City's Jacob K. Javits Convention Center April 21-23. Unlike the first show, no consumers will be admitted, and the event will run in the middle of the week—Tuesday-Thursday—rather than on the weekend (Billboard, Aug 16). Knowledge Industries Publications, which produces the show, claims it drew close to 7,000 registrants in its première outing

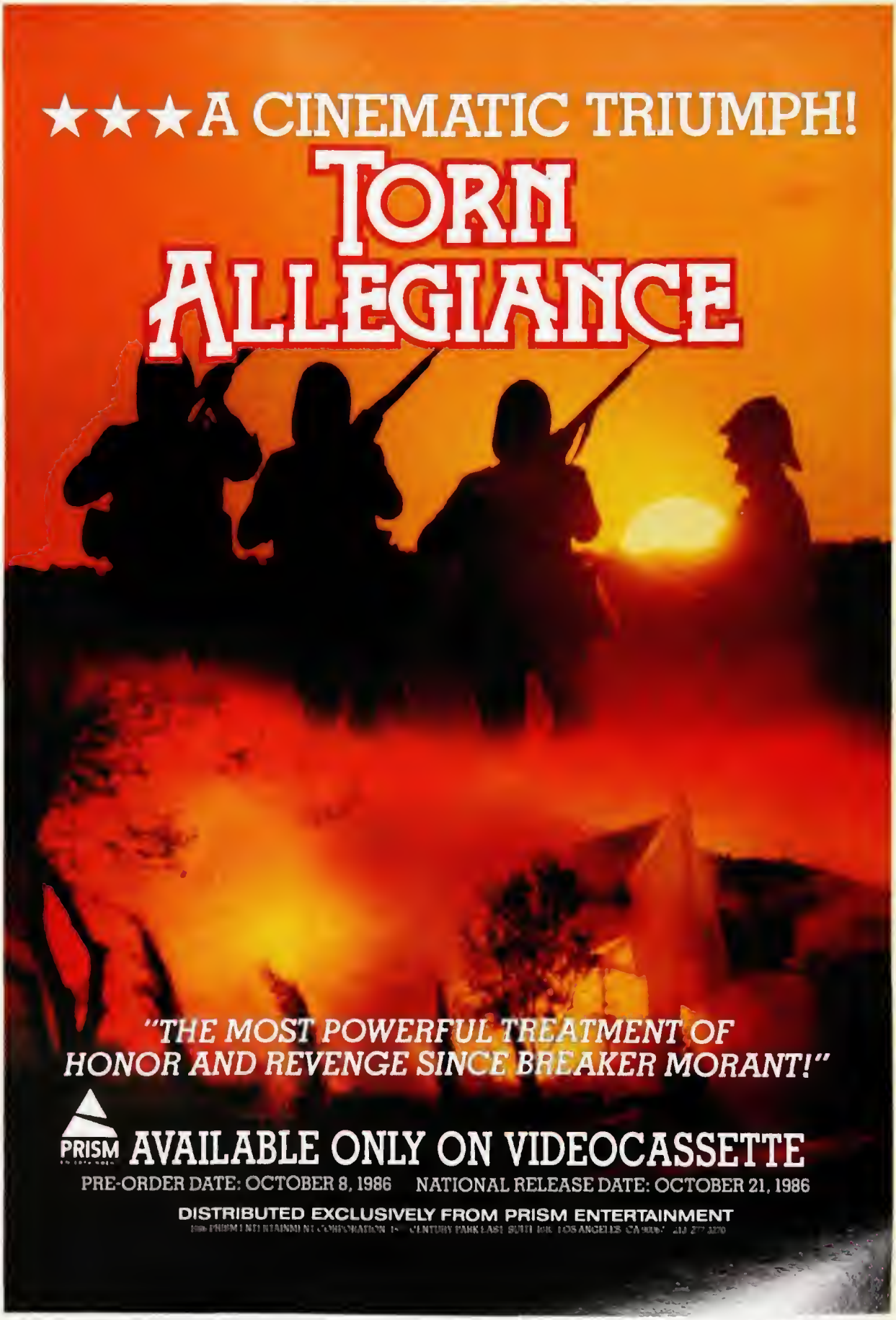
'It's going to be a market for buying & selling'

"We've gotten quite a good renewal rate of registrations," says Eliot Minsker, chairman and chief executive officer of Knowledge Industry Publications

The second market will stick to the first's goal: to serve as a trading place for video product Added ingredients this year will include a number of seminars on video retailing and the creation of a "retailing institute," says Minsker, so that people who are curious about getting into the selling side of the business can find an entry. "The main thrust is a market for home video programs of all kinds," Minsker says "It's not a mini-VSDA It's going to be a market for buying and selling. Retailers are encouraged to come, but that isn't the sole purpose at all. There has to be a place for programming to be bought and distribution deals to be made."

Other new elements will be an advisory board on which 20 industry executives will sit, a broadened programming scope encompassing a special section for adult video companies, and screening rooms where new product can be displayed

Minsker says leaving consumers out of the registration mix will give him far more money to spend marketing to the trade. In addition, the company is planning to see if it can get mass merchandise, record store, and other alternative retailers. The market will have booth No. 1540 at the Video Software Dealers Assn. convention in Las Vegas Sunday-Thursday (24-28).



Watch for
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- THE WORLD OF GOSPEL
- THE WORLD OF COUNTRY MUSIC
- NEW AGE MUSIC

BILLBOARD COVERS IT ALL!

HEFNER INTERVIEW

(Continued from page 13)

ing sold in our stores, and they're not sold to children, but we're going to ask our customers."

And they did a two-week survey in all their stores, and, lo and behold, the majority of their customers said, "No, we don't have any objection."

That accomplishes two tremendously useful things for the retailer. One, it gives him a leg to stand on in saying to the pressure groups, "Look, you don't speak for my customers, you don't speak for the community. It's not just me saying I ought to carry these. I've asked the real community, and here's what they've said." Two, it really gives the retailer a credibility and a confidence in his position.

Q: What can VSDA as a group do to help members avoid legal action?

A. There's a group being formed called Americans for Constitutional Freedom that is going to be an umbrella group for a lot of individuals and associations concerned about this issue of censorship and vigilance. I would hope that the VSDA would become acquainted with that group and perhaps involved, because I do think that a lot of what's going to happen is going to be on the local grassroots level.

I don't think there's going to be any legislation passed in Washington that's going to change the definitions of obscenity or anything like that. But that doesn't mean that there isn't danger out there if local prosecutors get involved.

Q: What other constructive action can be taken by VSDA?

A. One of the things that the Magazine Publishers Assn. recently did which might be something of use to the video industry is to make sure that the industry as an industry has communicated its position. In the MPA's case, they did it in writing literally to all their retailers, to make it clear that all creative people and distributors have a stake in that freedom of choice. Time magazine has a stake in whether Playboy magazine is sold or not in a store that it belongs in.

'Retailers have to work with groups that monitor law enforcement'

I do think that sometimes, especially on the retailer level, where you're sort of out there in your store by yourself, you may lose that sense. So I think that any support that is given, both in an educational sense and a legal sense, is obviously of value.

Q: What are specific areas of responsibility for a retailer in a confrontational climate such as today's?

A. I think it's certainly important, especially in a climate like this, for retailers to be responsible. I think that if anybody's out there renting R- or X-rated material to kids, they're asking for trouble. If anybody is out there in a store that has a lot of kids in it with a lot of very explicit covers out there, they're asking for somebody to make an issue out of it.

So I think a certain degree of responsibility about adult material, whether it's sexual or violent, does need to be segregated in that sense, because you've got a marketplace that does have children in it. That is healthy.

But certainly segregating it in the sense of, "If we ignore it, it'll go away" doesn't make a lot of sense. And as I said, the lines in terms of the amount of adult material that's in a lot of Hollywood's films—language, nudity, sexuality, attitudes— is very blurred right now for the people who are the censors.

Ultimately, what the VSDA can do, which I think that they are doing, is to acknowledge that they are the gatekeepers. They can either take a stand or buckle, and if they buckle, they'll never be able to get back up and take that stand, because they'll get run over, because that's what happens.

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VCA/Technicolor Focus Is On New Markets

NEW YORK Nurturing alternative video markets pays off, says Tom DeMaeyer, senior vice president of VCA/Technicolor's S/T Division.

"Corporate and special-interest programs are the fastest-growing part of our business," he says. In fact, the market is so strong VCA/Technicolor is planning a move into production.

VCA/Technicolor embarked on a campaign to develop new home video markets in 1985, assigning five executives to the effort. Efforts center on both program development and marketing. Up to 50% of their time is spent creating new programs, working out of facilities in Dallas; Chicago; Leonia, N.J.; and a sales office in Boston.

Projects completed so far reflect this regionality. Among the recent titles worked on is "The Secrets, Sauces & Savvy Of American Barbecue and Grilling," out of the company's Houston office, and an hourlong Boston Celtics highlights tape, which went from master to a 20,000-unit shipment in just 24 hours.

In both cases, VCA/Technicolor provided support in a number of areas. For the Celtics highlights tape, the company supported Connecticut-based market research firm The Fairfield Group by providing both duplication and distribution services for the title. Product was sold through a number of outlets, including the Waldenbooks chain, video specialty retailers, and a direct mail campaign. Additionally, product was sold to members of the Celtics Annual Ticketholders Club.

"Barbecue And Grilling" was produced by Houston-based Serendipity Productions and is hosted by Dr. Rich Davis, chairman of the K.C. Masterpiece Barbecue Sauce Co. Once again, VCA/Technicolor will handle not just duplication, but will also deal with the title's national distribution. Producer of the program was Serendipity's Fred Brison. He plans to do at least 10 more programs in cooperation with the duplicator.

Demand in the Sun Belt has grown so strong that VCA/Technicolor is doubling the size of its Dallas plant. The company is constructing an 8,000-square-foot, 400-machine facility to serve a client roster that already tops 100.

Other projects VCA/Technicolor is involved in include:

- A sports tape, which will be offered on a cereal package. Consumers will send in box tops and an amount between $9.95-$14.95 to obtain the product.
- An exercise tape, which is tied in to a diet soda.
- A Statue of Liberty collectible, which will be marketed via direct mail, premier department stores, and art galleries.
- A youth-targeted program on magic for one of the home video majors.

Profit is directly dependent on how much money is put into the program, says DeMaeyer. He adds that distribution almost never goes through conventional channels.

AKIVA KAMINSKY

A BILLBOARD SPOTLIGHT

HORROR

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OR CONTACT ANY BILLBOARD SALES OFFICE

VideoFACT To Increase Artist Sponsorship

TORONTO The Video Foundation to Assist Canadian Talent (VideoFACT)—a fund sponsored by Canadian video music channel MuchMusic to help artists finance vidclips—poured between $140,000 and $150,000 into production in its second year of operation ending July 1, says president Bernie Finkelstein.

That money helped generate 40 music videos, generally pop-oriented, and continues to make VideoFACT the largest financier of Canadian video. While Finkelstein believes the quality of applicants was far higher in the second year, he says there is every possibility that the quality could rise dramatically in the year to come.

The federal government indicated earlier it would assist Canadian independent artists through a five-year, $25 million program. An estimated $2.5 million of that figure will be allotted to music videos, and it is likely that VideoFACT will disburse the money through its cross-sectional board of industryites.

If that happens, says Finkelstein, "We'll be able to help both the viable and developing artists."

The average grant, payable upon completion of the vidclip, was meagre by many standards—about $4,000. But Finkelstein says he remains startled that some see VideoFACT funds as an entitlement, not as a godsend. Because there's nothing compelling the foundation to help every artist, Finkelatein feels thst artists should treat the fund as icing on the cake, not as essential underwriting.

During the year, VideoFACT helped such successes in Canada as Jane Siberry, the Arrows, the Box, Haywire, Chalk Circle, and Liberty Silver.

It is estimated that in the 1986-87 operating year, about $165,000 will be available through the fund. However,if the government signals its willingnesa to allow VideoFACT to administer the federal funds, the money will increase fourfold.

Also awaiting government decision is the Foundation to Assist Canadian Talent on Record-Canadian Talent Library (FACTOR-CTL), which helps finance audio recordings. It expects to disburse the federal funds earmarked for recording assistance, but it hasn't yet received a final decision regarding availahility of these funds.

Last year, VideoFACT received 225 applications, most of them from Ontario, Quebec, and British Columbia. Of the 40 grants, 24 went to Ontario artists, nine went to Quebec, three to British Columbia, two to Alberta, and two to the Maritime provinces.

KIRK LaPOINTE

Neil Young Readies Self-Financed Tape

BY JIM BESSMAN

NEW YORK If Neil Young has his way, a 10-song video compilation featuring clips of each track on his new "Landing On Water" album will be landing soon in video stores and possibly on the cable TV screen.

Tim Pope, who directed Young's first two videos—"Wonderin'" and "Cry, Cry, Cry"—is directing all the "Landing On Water" clips for GLO Productions, the British firm that represents him.

Pope says that Geffen Records, Young's label, initially advised against such an ambitious 10-clip project. But, he says, "When Neil gets a bee in his bonnet about something, it's bound to happen."

When Young decided to go ahead with the project on his own, without financial or creative input from the label, Geffen gave him its blessing.

"Neil'a manager, Elliot Roberts, informed us that they intended to create a viden that had home market or HBO-type sales potential that they themselves would produce, finance, and enjoy the benefits of," says Eric Eisner, president of the David Geffen Co.

"They asked if we would be so kind us to give the go-ahead to negotiate directly with a broadcaster or distributor for home video use, and they said they would provide us with the customary record company need of promotional videos free of cost We were delighted to accommodate," Eisner suys.

According tu Roberts' Lookout Management, it is uncertain whether the project will be completed before Young's concert tour, which begins Sept. 15 and is scheduled to last a minimum of two months

'It's Neil going mad before the camera'

Pope says Young plays a different character in each clip and pulls off that difficult assignment admirably. "He's a brilliant actor, whereas most pop stars, if you put them in any kind of a role, they look stupid," Pope says.

Young, continues Pope, "finds a character in his head, and then we discuss it, but I never tell him what he does or what the context will be."

Noting that Young "suffered a lot of pain in making many of these videos," Pope suys that neither he nor the artist was concerned with getting a "glamorous" look

"Neil didn't want his videos to look like anything you see on MTV," Pope says. "He doesn't want to be associated with that rubbish, and neither do I." Pope has directed videos for the Cars, the Cure, and Bryan Ferry, among others, that have appeared on MTV.

In describing the sometimes-bizarre videos, Pope observes that each brings out "a different aspect of Neil's smile." It is Young's face, in fact, that is the focal point of the viden. For example, "People On The Street," one of the four completed clips, is "shot in the 'Wonderin'' style, full of little scenes in which Neil pops up with that maniacal grin"

Pope says "People On The Street," which, like most of the other videos, was shot in and around San Francisco, features Young as a tap dancer, although his tapping feet are actually those of actor Russ Tamblyn

For another clip, "Pressure," which was shot on Young's ranch, he plays a "wimp" banker with thick glasses who is "obsessed with punching his head with a boxing glove" In "Weight Of The World," Young is "a sort of drug-crazed Greek boy" with a hairy chest, curly hair, gold medallion, and shadea, whose spiked drink causes him to fall into a pool and drown. "A bit sad, that one," Pope notes.

The one-shot news-footagelike "Touch The Night" video, which is the album's first single and video, has Young in the role of George Garfield, a local TV newsman who arrives at the scene of a gruesome highway accident and obnoxiously pushes his way forward to interview the bloodied driver.

The soundtrack includes ambulance sirens, patrolmen's orders, and Garfield's interviews mixed in with the song

Pope says Young is "totally unrecognizable" in the clips, a characteristic of all the videos in the sequence

Pope says "Violent Side," one of the videos still to be shot, will feature Young transforming into the Lone Ranger following a nuclear explosion In "Drifter," Young portrays a "hillbilly pig farmer with a little bit of incest in his blood—a man who loves his pigs and is followed by a stuffed pig head which is covered with flies and keeps coming up and talking to him."

"Hippie Dream," which Pope says most closely captures the real Neil Young, finds him playing an old man in the desert who has an acid experience and returns from the trip as a guru who looks like Moses. The clip flashes back to Young's "halcyon days," says Pope. These are depicted with performance footage treated to look like archival stock

Another clip, "Hard Luck Stories," is a "romantic love story" and "French furce" set in Las Vegas, in which Young gets married several times and "people continuously pop out of doors."

'When Neil gets a bee in his bonnet about something, it will happen'

In "I Got A Problem," Young is "dragged along by a jeep in the desert in his underpants while being filmed by a wildlife movie crew, which is also filming an ostrich."

"It sounds like it doesn't make much sense," says Pope, "but when you see it, it will."

Pope says the last clip, "Bad News Beat," is a "bit unclear at the moment," but he saya it will feature Young playing a friend of the Garfield character in "Touch The Night."

All the videos shot so far were filmed in 16mm and blown up to 35mm, except "Touch The Night," which used videotape. Pope says each video was the product of a one-day shoot by the same crew, using a minimum of special effects. "It's just Neil going mad in front of the camera and me going mad behind it," he says.

According to Lookout Management, plans for the theatrical and home video release of the "Landing On Water" video compilation are "incomplete at this time"

New Videoclips

This weekly listing of new videoclips generally available for programming and/or promotional purposes includes artist, title, album (where applicable) label, producer/production house, director. Please send information to Billboard, New Videoclips, 1515 Broadway, New York, N.Y. 10036

BANGLES
Walk Like An Egyptian
Different Light Columbia
Bob Lessenberg
Gary Weiss

JEAN BEAUVOIR
Missing The Young Days
Drums Along The Mohawk Columbia
Sharon Oreck No Pictures Inc
Bill Pope

BREW IN HEAVEN
Change Your Mind
Explicit Material Island
Duvet Brothers
Duvet Brothers

BON JOVI
You Give Love A Bad Name
Slippery When Wet Mercury PolyGram
Curt Marvis
Wayne Isham

STAN BUSH
The Touch
The Transformers—The Movie (Soundtrack) Scotti Brothers
CBS Associated
John Burg Kim Dempster
John Burg Roy Villalobos

CAMEO
Word Up
Word Up Atlanta Artists/PolyGram
David Lang
Larry Blackmon

LUIS CARDENAS
Runaway
Animal Instinct Allied Artists
Keith Melton Steve Schklair Infinity Filmworks
Tony Christopher

AL CORLEY
Face To Face
Riot Of Color Mercury/PolyGram
David Hodge David Hodge Productions
David Hodge

DOUBLE
Captain Of Her Heart
Blue A&M
Patric Haddad Len Healy/N Lee Lacy Associates
Mick Haggerty

ARETHA FRANKLIN WITH KEITH RICHARDS, WHOOPI GOLDBERG & RON WOOD
Jumpin' Jack Flash
Arista
Howard Woffinden Beth Broday N Lee Lacy Associates
Dominic Sena

GENESIS
In Too Deep
Invisible Touch Atlantic
Paul Flattery Split Screen MGMM
Jim Yukich

CYNDI LAUPER
True Colors
True Colors Portrait
Beth Broday Brooke Kennedy N Lee Lacy Associates
Pat Birch

KENNY LOGGINS
Playing With The Boys
Top Gun (Soundtrack) Columbia
Jon Small Picture Vision
Peter Israelson

MACHINATIONS
You Got Me Going Again
Big Music Epic
Kimble Rendall Enterprise Colorvideo Productions
Kimble Rendall

TEENA MARIE
Lips To Find You
Emerald City Epic
John Burg Kim Dempster
Douglas Martin

BOB MARLEY
Get Up Stand Up
Rebel Music Island
Island Films
Chris Stone

MOODY BLUES
The Other Side Of Life
The Other Side Of Life PolyGram
Frank Hilton MGMM
Brian Grant

ON-LINE
Solid State
Solid State [illegible] Crescendo
Alex Cima Michael Lican Kathy Malcolm
Alex Cima Michael Lican Kathy Malcolm

TROUBLE FUNK
Good To Go
Good To Go (Soundtrack) Island
[illegible] and Visual Arts
Blaine Novak

TINA TURNER
Typical Male
Breaking Every Rule Capitol
Frank Hilton MGMM
Brian Grant

NEIL YOUNG
Touch The Night
Landing On Water Geffen
Lisa Bryer
Tim Pope

Cable Marketing Confers 17 Ad Awards

MTVN Big Winner At Competition

NEW YORK MTV Networks has received 17 awards in the fourth annual Cable Advertising & Promotion Awards competition sponsored by Cable Marketing magazine

Out of 1,261 entries, three of MTVN's four services—MTV, VH-1, and Nickelodeon—were recognized by a panel of 23 cable industry marketing and ad agency creative executives The fourth service is Nick At Nite

The awards break down as follows: MTV received first place in the Television Campaign category and an honorable mention in the Other Collateral category

Nickelodeon won second-place awards in the Billstuffer and Trade Print categories; a second-place award in the 10-second ID category; third-place awards in the 10-second ID, Premium Items, and Corporate Identity categories; and honorable mentions in the 10-second ID, Multiple Media/Total Campaign, and Other Collateral categories.

VH-1 was awarded first place for the 10-second ID category and honorable mentions for the Trade Print Advertisement and the TV Campaign categories

MTVN as a whole won first place in the Corporate ID category and honorable mentions in the Special Materials and the Corporate ID trade advertising categories.

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video music

High Tech TV. RCA/Red Seal recording artist Suzanne Ciani, who also owns Ciani/Musica Studios in New York, is shown being filmed by "P.M. Magazine" for a recently aired feature segment profiling her dual career as a recording artist and composer/producer/performer. Ciani is at left, show host Matt Lauer is next to her. At the camera is Gary Corngan, sound man is Alan Horowitz.

Video Track

NEW YORK

KRIS P. PRODUCTIONS recently co-produced two videos directed by British director **Tim Pope**, in association with his London-based production company **GLO Productions**. The videos, "Twilight" and "Out Of The Blue," were for Epic artist **Matt Johnson** (formerly **the The**) and were comissioned by Johnson's U.K. label, CBS, which is making a whopping eight videos from the artist's upcoming album. The two clips were shot back to back over a four day period in Manahattan. Line producers were GLO's **Lisa Bryar** and **Louise Barlow**. Executive producers were **Gordon Lewis** of GLO and **Kris Puszkiewicz**. Puszkiewicz and Barlow have recently established **Kris P. Productions** to handle New York productions for English-based firms who are not affiliated with a major production facility in the U.S.

RCA recording family **Five Star** recently wrapped a clip for "Can't Wait Another Minute," the first single off their new album "Silk And Steel." The clip is based around clock face imagery filmed in various urban settings. **Chris Gabrin** directed, **Nic Myers** produced for **Aldabra Productions**. Other video projects for the label include Wax's "Shadows Of Love," directed by **Storm Thorgerson**. It supports the group's third single from its debut album, "Magnetic Heaven." **Antony Taylor** produced for **PMI**.

Director **Jon Small** just finished shooting **Southside Johnny's** video for the classic, "Walk Away Renee," the debut single off his new album "At Least We Got Shoes." The black and white piece was lensed on location in Manhattan's Tribeca district. Small and **Lenny Grodin** produced for **Picture Vision**. Small is currently in Los Angeles filming **Kenny Loggins'** next video.

GRP Records makes its video debut with a clip for the **Lee Ritenour** composition, "Dolphin Dreams." Director **Jay Dorfman** blends performance footage with oceanography sequences shot in 16mm. The clip is currently airing on VH-1. **Unherd Of Productions** produced.

LOS ANGELES

ONE HEART PRODUCTIONS just completed the first video for metal newcomers **Poison**. The performance piece was filmed on location at L.A. night spot the Palace. **John Jopson** directed; **Tammara Wells** produced. **Julio Macat** served as director of photography. The clip supports the group's debut Capitol album, "Look What The Cat Dragged In."

OTHER CITIES

NOTED DIRECTOR Jim Yukich was in Frankfurt, Germany recently to film **Iron Maiden's** new video for "Wasted Years." The clip blends documentary-type footage with archival material spanning the band's career. **Paul Flattery** produced for **Split Screen** productions. **Peter Sinclair** served as director of photography. The group is expected to embark on a world tour later this year.

Chrysalis recording group **the City** just completed the video for "Walkaway" with Canadian director **Rob Quartly**. Filmed on location in Toronto, the clip supports the band's first single from its upcoming debut album, "Foundation." **Champagne Pictures** produced.

Edited By LINDA MOLESKI

Production companies and post-production facilities are welcome to submit information on current projects. Please send material to Video Track, Billboard, 1515 Broadway, New York, N.Y. 10036.

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MTV PROGRAMMING

MUSIC TELEVISION

This report does not include videos in recurrent or oldie rotation

		WEEKS ON PLAYLIST
VIDEOS ADDED THIS WEEK	JUDE COLE BACK TO SCHOOL MCA	NEW
	RODNEY CROWELL LET FREEDOM RING Columbia	BREAKOUT
	DAVID & DAVID WELCOME TO THE BOOMTOWN A&M	ACTIVE
	HUEY LEWIS & THE NEWS STUCK WITH YOU Chrysalis	POWER
	JANET JACKSON WHEN I THINK OF YOU A&M	POWER
	ONE TO ONE ANGEL IN MY POCKET Warner Bros	LIGHT
	OINGO BOINGO DEAD MAN'S PARTY MCA	BREAKOUT
	STACY Q TWO OF HEARTS Atlantic	LIGHT
	LOU REED VIDEO VIOLENCE RCA	LIGHT
	R E M FALL ON ME IRS	ACTIVE
	LIONEL RICHIE DANCING ON THE CEILING Motown	HEAVY
	DAVID LEE ROTH GOIN' CRAZY Warner Bros	POWER
	FRANK TOVEY LUDDITE JOE Warner Bros	NEW
	TINA TURNER TYPICAL MALE Capitol	POWER
	WENDY O WILLIAMS REFORM SCHOOL GIRL Rhino	LIGHT
POWER ROTATION	DARYL HALL DREAMTIME RCA	3
	BILLY JOEL IT'S A MATTER OF TRUST Columbia	A
	LOVERBOY HEAVEN IN YOUR EYES Columbia	2
	EDDIE MONEY TAKE ME HOME TONIGHT Columbia	2
	MONKEES THAT WAS THEN THIS IS NOW Arista	3
	NEIL YOUNG TOUCH THE NIGHT Geffen	A
HEAVY ROTATION	*38 SPECIAL SOMEBODY LIKE YOU A&M	7
	BANANARAMA VENUS PolyGram	11
	BERLIN TAKE MY BREATH AWAY Columbia	9
	BIG COUNTRY LOOK AWAY PolyGram	11
	DEVICE HANGIN ON A HEART ATTACK Chrysalis	17
	*EMERSON, LAKE & POWELL TOUCH AND GO PolyGram	12
	*EURYTHMICS MISSIONARY MAN RCA	9
	*FABULOUS THUNDERBIRDS WRAP IT UP Epic	9
	*GIR THE HUNTER Arista	6
	*MICHAEL MCDONALD SWEET FREEDOM MCA	10
	MIKE + THE MECHANICS TAKEN IN Atlantic	7
	*ROBERT PALMER I DIDN'T MEAN TO TURN YOU ON Island	7
	REGINA BABY LOVE Atlantic	10
	*RUN D M C WALK THIS WAY Profile	9
	TOM COCHRANE & RED RIDER BOY INSIDE THE MAN Capitol	6
	*WHAM! THE EDGE OF HEAVEN Columbia	9
	*STEVE WINWOOD HIGHER LOVE Island	10
ACTIVE ROTATION	AC/DC YOU SHOOK ME ALL NIGHT LONG Atlantic	3
	*ART OF NOISE PARANOIMIA Chrysalis	7
	BON JOVI YOU GIVE LOVE A BAD NAME PolyGram	3
	LUIS CABDENAS RUNAWAY Allied Artists	5
	CINDERELLA SHAKE ME PolyGram	9
	CROWDED HOUSE MEAN TO ME Capitol	2
	DOUBLE CAPTAIN OF HER HEART A&M	3
	GLASS TIGER DON'T FORGET ME EMI	2
	HONEYMOON SUITE WHAT DOES IT TAKE Warner Bros	8
	INXS KISS THE DIRT Atlantic	5
	JUDAS PRIEST PARENTAL GUIDANCE Columbia	2
	LOVER SPEAKS NO MORE I LOVE YOUS A&M	5
	*PAUL MCCARTNEY PRESS Capitol	5
	*MOODY BLUES THE OTHER SIDE OF LIFE PolyGram	7
	PET SHOP BOYS LOVE COMES QUICKLY EMI	3
	QUIET RIOT THE WILD AND THE YOUNG Epic	7
	CHARLIE SEXTON HOLD ME MCA	5
	SIMPLY RED MONEY'S TOO TIGHT (TO MENTION) Elektra	13
	THOMPSON TWINS NOTHING IN COMMON Arista	6
MEDIUM ROTATION	BLOW MONKEYS WICKED WAYS RCA	A
	BOYS DON'T CRY CITIES ON FIRE Profile	5
	ALICE COOPER HE'S BACK (THE MAN BEHIND THE MASK) MCA	A
	DOCTOR & THE MEDICS SPIRIT IN THE SKY I R S	6
	GENE LOVES JEZEBEL HEARTACHE (HIP CLIP) Geffen	3
	MAHCRAB FISH FOR LIFE UA	3
	MODELS COLD FEVER Geffen	9
	BILLY OCEAN LOVE ZONE Arista	2
	SCREAMING BLUE MESSIAHS WILD BLUE YONDER Elektra	A
	SMITHEREENS BLOOD AND ROSES Enigma	1A
BREAKOUT ROTATION	SADE HABY RAN Reprise Warner Bros	3
	ALPHAVILLE DANCE WITH ME Atlantic	7
	BOURGEOIS TAGG THE PERFECT LIFE Island	A
	STAN BUSH THE TOUCH Epic	3
	CACTUS WORLD NEWS THE BRIDGE MCA	2
	CHAKA KHAN LOVE OF A LIFETIME Warner Bros	4
	GAVIN CHRISTOPHER ONE STEP CLOSER EMI	3
	JOE COCKER DON'T YOU LOVE ME ANYMORE Capitol	2
	MICHAEL DES BARBES MONEY DON'T COME MCA	5
	BRYAN FERRY HELP ME Warner Bros	2
	EUROPE THE FINAL COUNTDOWN CBS	8
	MARY JANE GIRLS WALK LIKE A MAN Motown	5
	KIM MITCHELL PATIO LANTERNS Atlantic	5
	NU SNOOZ POINT OF NO RETURN Atlantic	2
	POISON CRY TOUGH Enigma Capitol	2
	THE RAINMAKERS LET MY PEOPLE GO GO PolyGram	5
	STAN RIDGEWAY CAMOUFLAGE IRS	2
	SOUTHSIDE JOHNNY WALK AWAY RENEE Atlantic	5
	UBAD SING OUR OWN SONG A&M	2
	BOSIE VELA MAGIC SMILE A&M	5
LIGHT ROTATION	BRUCE COCKBURN CALL IT DEMOCRACY MCA	3
	GREAT WHITE FACE THE DAY Capitol	3
	KEEP IT DARK DREAMER Elektra	3
	MACINATIONS YOU GOT ME GOING AGAIN Epic	A
	PETER MURPHY FINAL SOLUTION Beggars Banquet	2
	PRIME MOVERS STRONG AS I AM MCA	5
	THINKMAN BEST ADVENTURES Island	5
	UFO NIGHT RUN Chrysalis	3
NEW	THE CONNELLS SEVEN Black Park	A
	DANCING HOODS PLEASURE Relatively	A
	HEAVY PETTIN ROCK AIN'T DEAD PolyGram	A
	PETER HIMMELMAN TITH CONFESSION Orange	3
	RTP ONE STEP PolyGram	2
	Q16 FARAWAY GIRLS Blackjack	3
	TEN TEN WHEN IT RAINS Chrysalis	3
	TSOL REVENGE Enigma	3
	WALA THE WEST LIVING AT NIGHT Capitol	6

* Denotes Sneak Preview Recurrent. ** MTV Exclusive

For further information, contact Jeanne Yost, director of music programming, MTV, 1775 Broadway, New York, N.Y. 10019.

Audio Track

NEW YORK

FREDDIE BASTONE was in at **INS Recording** to mix "Don't You Try" by Emergency act **Raww**. The session was engineered by **John Poppo**. Prelude Records artist **Carmen** was also in the studio finishing up vocals on the single "You And Me." **Steve Linsley** engineered, with **Chep Nunez** and **Robert Civilles** doing the mix. Nunez also edited **Nocera**'a "Summertime" for Sleeping Bag. Also at INS, **Louis X. Erlanger**, aka **Junior X.**—former guitarist with Mink DeVille—has been mixing the latest material from the **Slamhound Hunters**. **Kevin Reynolds** has been behind the board for the four-song EP. Release is slated for September on the Satin label.

Bobby Taylor and **Jimmie McDuffie** have completed laying tracks for **Drew Richards'**, **Reggie Sinkler's**, **Obsession II's**, and **Moses & Luri'a** debut singles on Cheryl Records at **System II Recording** in Brooklyn. The projects were engineered by **Audie Adare**.

Rap duo **Maestro** is wrapping mixes with producer **Louis Lofredo** at **Sound Heights** in Brooklyn. Release of "What We Gonna Do?" is set for this month on the Pretty Pearl label. And rock act **ARQ** is finishing mixes of several tunes for its debut EP. Producers are **Martin Schneider** and **Eric Stuart**. Mixing and editing are being done by **Questar Welsh**, with **Abdu Malahi** assisting. Also in this week has been producer/artist **Frank Dell**, who is cutting tracks on his original compositions. **Vince Traina** is engineering the project for Valise Records.

Jellybean Benitez has been producing **Stacy Lattisaw's** new Motown single, "Nail It To The Wall," at **Z-Studio** in Brooklyn. Benitez is also working on overdubs with keyboardist **Fred Zarr** for a Whitney Houston track. And **Paul Simpsnn** has been producing **Barbara Roy** for RCA and **Symphonia** for Cntillion.

LOS ANGELES

GUITARIST/PRODUCER Tim Weston has been at **Channel Recording** in Burbank mixing the next album from **Wishful Thinking** for Pausa Records. **Michael Verdick** is engineering the project.

At **Sound Image Studio**, producer/artist **Mont Seward** has been cutting tracks for Quest Music with **Elliott Peters** and **Conley Abrams** at the board. Also there, local rockers **Black Jack** and **Damm Yanks** hsve been in finishing projects with engineer **John Henning**. And producer/engineer **Patrick von Wiegandt** is in with **Best Friends** cutting an album for Sweet Dream Records.

Berlin was recently at **One On One** in north Hollywood overdubbing with such strange bedfellows as **Ted Nugent** and **David Gilmour**. **Bob Ezrin** is producing the act, with **David Tickle** at the board, aided by **Jeff Bennett**. Also, **Nigel Olsson** was in tracking for his current project with producer/session drummer **James Stroud**. **John Arrias** is engineering with **Toby Wright**. **Johnny Mathis** has been there with producer **Denny Diante**, cutting vocals and orchestra sessions for his upcoming Christmas album. Some of the engineers on these dates have been Arrias, **Mic Guzawski**, and **Daren Klein**. Wright, Bennett, and **Greg Dennen** have been assisting.

Carlo Nasi has been at **Sunset Sound** remixing **Patty Brard's** dance single "Red Light" for release on Striped Horse Records in the U.K. Nasi is producing, with **Don Murray** engineering. Nasi and Murray are also working on an album by Italian guitarist **Maurizio**

(Continued on next page)

UHF Tested For Digital Audio Signal

Experiment At Boston TV Station

BY STEVEN DUPLER

NEW YORK. The WGBH Educational Foundation in Bostnn is conducting unprecedented experiments in transmitting a digital audio signal via the UHF television band.

During the next three mnnths, the foundation is testing digital audio transmissions via its UHF TV channel, WGBX/Channel 44, using a Sony PCM-F1 digital audio processor to convert audio into viden.

'A method to get the highest-quality audio to the public'

Concurrent WGBH radiu programs featuring digitally recorded concerts or compact disks are also part uf the experiment.

In order tn participate in the test, listeners must have a videocassette recorder and a PCM digital audio processor (such as the Sony F-1 or 501).

Once the digital audio signal is converted into a video format by WGBH, viewers can use the VCR to feed the signal to the digital processor, which then decodes the audio and allows it to be played over a home stereo system. The sound quality is reportedly comparable to CD.

During the test hours, the encoded digital signal on Channel 44 is visible as a series nf mndulated black and white lines.

"It could become a whole new band for radiu," says Dave MacCarn, WGBH's director of engineering. "We're simply using the UHF spectrum to get the signal to the user. This transmission provides a new method nf getting the highest-quality audio to the public."

MacCarn says the FCC is in the process of "carving up" the upper part of the UHF band, and he'd like to see a piece uf the space above Channel 60 be allocated to the new digital transmission mode. "Because digital is in a video format, it's a natural," says MacCarn.

The digital transmission only uses half of the standard TV bandwidth, MacCarn says. "You could put 20 all-digital radio stations on where only 10 UHF TV stations could have existed."

Are there commercial applications for the new system? MacCarn thinks sn. "I see this as a potential pay channel, or even a new basic cable feature to entice subscribers interested in high-end audio," he says. "It's easy to put on a satellite. It's also easy tu put on the air with a standard low-power TV transmitter."

While WGBH estimatea that only 200-500 listeners in the Boston area are equipped with the gear necessary tn receive the digital broadcasts, MacCarn feels that could change quickly, once a demand for the audiophile transmissions is established.

"It's true there are only a limited number of PCM-F1s and 501s

(Continued on next page)

Convention Set For Nov. 12-16

Cornyn To Key Engineering Meet

NEW YORK. Stan Cornyn, president of the Record Group, is set to keynote the 81st Audio Engineering Society convention, Nov. 12-16 in Los Angeles.

Cornyn has been an outspoken proponent of digital audio technology and the compact disk, beginning long before CD gained pnpular acceptance. The Record Group is now working with PolyGram Records and N.V. Philips on developing software for the recently unveiled CD-I interactive CD format.

Cornyn, who has in the past addressed the concept of computer-controlled audio/video applications for CD, will speak on CD-I's vast potential now that the industry has agreed upon the Sony/Philips standard.

In related news, multimedia comedy team the Firesign Theatre—the first group to record and produce an interactive CD—will perform a specially written presentation at the AES banquet Nov. 15 at the Los Angeles Hilton.

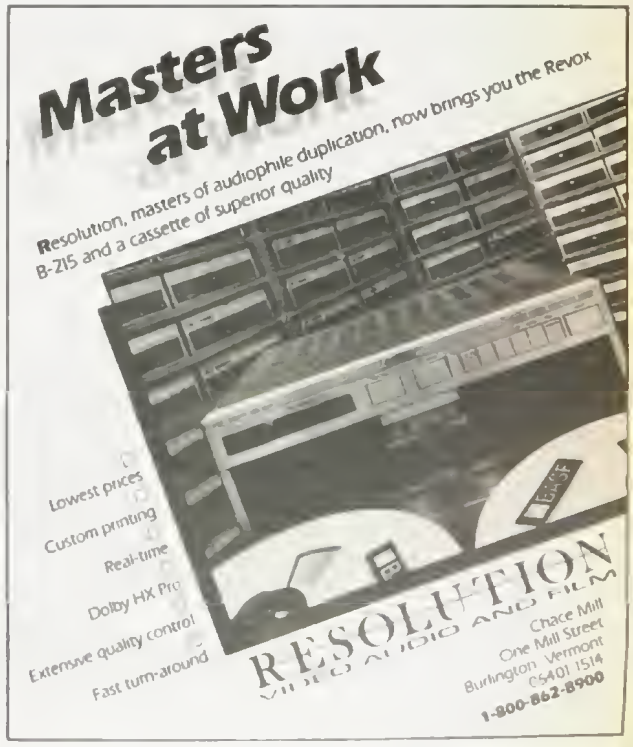
Firesign's Philip Proctor says the performance piece will cover "the history of audio and its interactive future."

The Firesign Theatre is working with Cornyn and the Record Group on developing educational and entertainment software for the CD-I format.

In addition to Proctor, the theater group consists of Phil Austin and Peter Bergman.

STEVEN DUPLER

Raise High The Roof Beam. Raleigh Film and Television Studios, the oldest operating film studio in Hollywood, is building two new sound stages and auxiliary buildings at its 10-acre complex. The project is expected to be completed late this year. Each stage will encompass 32,000 square feet, design is by the Raleigh Design Group, owned by the parent company.



Sound Investment

A biweekly column spotlighting equipment-related news in the audio and video production, post-production, and duplication industries.

THAT'S A LOTTA TAPE Chicago studio landmark **Universal Recording Corp.** is celebrating 40 years in the business. The festivities were kicked off at the beginning of August and are running through September. Chicago Mayor **Harold Washington** initiated the proceedings by proclaiming Aug. 1 Universal Recording Corp. Day in the Windy City. Festivities will culminate in a Sept. 19 bash at Universal's Walton Street facilities, which now boast 20 studios, including four at nearby Prudential Plaza.

Universal, which owns $4.8 million worth of equipment, logs between 80-100 session hours a day, says owner **Murray Allen**. In its lengthy history, the facility has hosted such renowned recording sessions as those for **Duke Ellington**'s "Take The 'A' Train," **Sarah Vaughan**'s "Misty," **Gene Chandler**'s "Duke Of Earl," the **Platters**' "Smoke Gets In Your Eyes," and the **Shadows Of The Night**'s "The Great Pretender."

POSTPURCHASE AIDS Two new books from **Music Sales Corp.** provide clear, concise information on the Yamaha DX-7 and the Casio CZ lines of digital keyboards. "The Casio CZ Book" by David Crombie and Paul Wiffen includes chapters and diagrams on Casio sound theory, programming, interfacing, and new sound patches, among other topics. The "Yamaha MIDI System Guide: Digital X Book" is a boon to both novice and expert, providing info on live playing and recording techniques, digital systems language, DX-7 tone patterns, and RX-7 rhythm patterns. The CZ book is $12.95; the Yamaha guide is $14.95. Both are available from Music Sales at 914-469-2271.

MORE TOYS **Craig Harris Music** of Los Angeles recently held an open house to show off, among other things, "the simultaneous madness of a 16-bit digital 32-FM voice Synclavier with eight separate MIDI outs controlling 20 MIDI devices through a J.L. Cooper MIDI patch bay." Whew. Harris, who specializes in producing music and sounds for commercials, film, records, and television, also displayed a handful of new toys, including 12 Yamaha TX modules; a Roland Super Jupiter and digital piano; AMS DMX; and Lexicon PCM-70, REV-7, and SPX-90 processors.

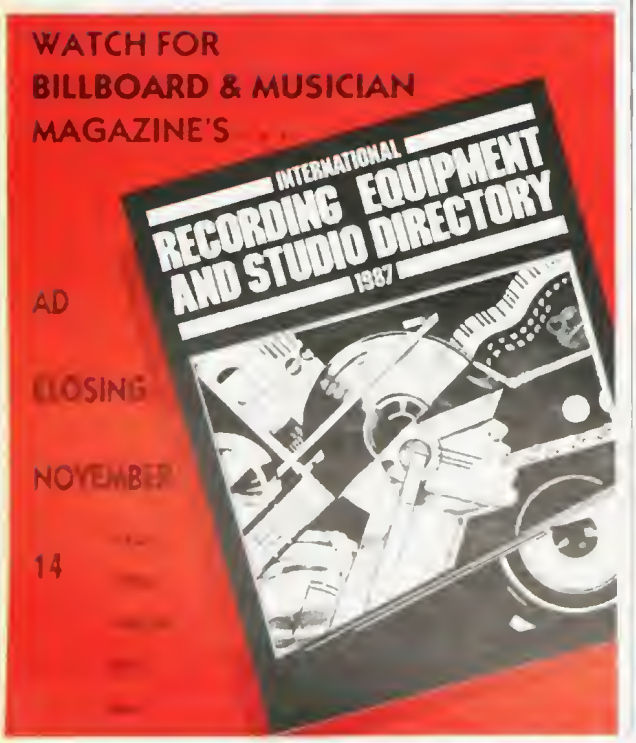
The new touch-screen system in use at WEEI Boston allows computerized broadcast control, enabling stations to keep records of aired commercials in an easier and more accurate manner as well as performing other functions

LOOK SHARP: Two St. Louis-based video production facilities have added Sharp Electronics video cameras to their gear. **Sights Unlimited**, an independent production house, purchased a Sharp XC-A1 video camera for use in TV commercial work. The XC-A1 features a viewfinder-mounted character display and three Diode Gun low capacitance mixed-field Saticon tubes for 750-line resolution. The **Life Christian Center**, a 1,500-member church, acquired two Sharp XC-8001I cameras, which it plans to use in producing shows for local cable TV.

BYTE BLANKET BINGO It's been a digital summer for the folks at **Audio Intervisual Design (AID)**. According to **Dawne Roberts**, the Los Angeles-based firm's digital rental manager. Some of the projects AID supplied Sony digital gear for this summer included the scoring of "Howard The Duck" for Universal Pictures at the Record Plant's studio M, a video shoot of Windham Hill artists Shadowfax, Will Ackerman, and Michael Hedges at SIR; Ozzy Osbourne's Long Beach Arena concert; Johnny Mathis at Oceanway Studios; Willie Nelson for the upcoming film "The Redheaded Stranger"; Linda Ronstadt at the Complex; taping of the stage production of "Little Shop Of Horrors" (which required six PCM-3324 multitracks); and the soundtrack for the MGM film "Lazaro," which utilized the same number of machines.

BROADCASTERS GET THE TOUCH: A new computerized approach to broadcast control is being used at Boston-based WEEI (590 AM). **MicroTouch Systems Inc.** and **Media Touch Systems** have combined hardware and software packages to create a system that gives broadcasters touch-screen control over broadcasting events. The touch-screen system is said to completely replace the standard broadcasting booth control panel, thus eliminating the need for a daily paper log. With the new system, the broadcaster can now sequence broadcast events unassisted, saving time and easing stress. Contact MicroTouch at 617-935-0080 or Media Touch at 603-893-5104 for more information.

Edited by STEVEN DUPLER



AUDIO TRACK

(Continued from preceding page)

Colonna. Overdubs were done at **Sunset Sound Factory** by **Paulinho Da Costa**, **Doug Norwine**, and **Richard Gibbs**.

Society Records artist **Hilary** has been working at **Studio Ultimo** in Hollywood mixing a 12-inch dance single with producers **Kenn Friedman** and **Dan Joseph**. **Paul Brown** is engineering. Also there, DJ/mixer **Boris Granich** has been mixing the club version of "The Sacrifice" by Atlantic act **Misadventure**. Brown has been at the board, assisted by **Mark Smith**.

At **Group IV Recording**, **Jim Depasqual** scored "Witches Of Eastwick." **Dennis Sands** was at the console, assisted by **Andy D'Addario** and **George Belle**.

OTHER CITIES

SESSIONS AT SIGMA SOUND in Philadelphia include **Dave Stone** of the Media Shop producing the soundtrack for a multimedia presentation for **Historic Landmarks For Living**. **John Anthony** was at the board. And New Liberty Productions recently audio-sweetened and mixed a documentary for the Prison Literacy Program. **Randy Abrams** engineered, with assistance from **Scott Mac Minn** and **Armand Pocoroba**.

New River Studios in Fort Lauderdale, Fla., has been playing host to **James Last** and **Astrud Gilberto**, who were in recording their new album for PolyGram. Co-producers are James and **Ron Last** and Gilberto. **Ted Stein** is engineering, assisted by **Teresa Verplanck**. Also, **Bonnie Pointer** has been working on demos with producer **Jeffrey Bowen**. And Geffen artist **Ish** has been in mixing tracks for an upcoming album. **Eric Schilling** is at the board, assisted by **Dave Barton**.

All material for the Audio Track column should be sent to Steven Dupler, Billboard, 1515 Broadway, New York, N.Y. 10036.

UHF TESTED FOR DIGITAL AUDIO SIGNAL

(Continued from preceding page)

out there in the hands of nonprofessionals," he says. "But I've talked with Sony, and they say that it would be very simple to add the required F1-type circuitry to the new line of AM/FM/TV-band stereo receivers they're currently designing. Once that were to occur, all the listener would need would be a receiver of that type and a VCR. And once Sony does something like that, you know that JVC and Sansui and other digital manufacturers will do the same thing."

The digital audio transmissions are being run Monday through Thursday beginning at 3 p.m. with "MusicAmerica"; Friday, beginning at 2 p.m. with the "Eleanor Naylor Dana Music Series"; and Saturday, beginning at 3 p.m. with the program "Folk Heritage." The tests conclude each day at 5 p.m., when Channel 44 returns to its regular summer programming.

Future experimental broadcasts on Channel 44 will consist of live concerts that have been recorded by WGBH Radio with portable digital audio gear. The concerts have been produced for the tests by John Voci, WGBH Radio operations director.

Festival Marks 20th Year

Montreux Ends On A High Note

BY PIERRE HAESLER

MONTREUX Some 60,000 fans attended the 17-day 20th anniversary Montreux Jazz Festival, which ended July 19 with a 14-hour musical marathon featuring Herbie Hancock, Branford Marsalis, Didier Lockwood, Tanin Maria, George Benson, Spyro Gyra, and Sadao Watanabe, among others.

Despite its name, the festival showcased pop, rock, ethnic, and even classical music in addition to jazz. This year's lineup included—in addition to Miles Davis, McCoy Tyner, Wayne Shorter, and other jazz luminaries—a slew of top rock names, among them Phil Collins, Eric Clapton, Matt Bianco, Chris Rea, and Talk Talk.

Claude Nobs, who originated the festival and is still its director, says he has grown used to criticism of this eclectic approach. "At first, the critics hurt me, but now I do not take it as a personal insult. After 20 years in the music and festival business, you develop the hide of an elephant. My aim is to organize an attractive program, that's all."

Some aficionados regret the increasing rarity of impromptu onstage jam sessions; only McCoy Tyner, Freddie Hubbard, Joe Henderson, and John Scofield obliged this year, with a splendid set during the Blue Note showcase evening. But with almost every evening a sellout, the festival, whose annual budget now totals about $2.5 million, must be doing something right.

CGD Names New Managing Director

Firm Is Italy's Largest Record Company

BY VITTORIO CASTELLI

MILAN CGD/MM, Italy's largest independent record company, is in line for a major shakeup following the appointment of Giuseppe Benedetti as managing director For the past 20 years he was an executive in the food industry Last year, CGD/MM suffered a trading loss for the first time in its history

"Rather than changing the company's actual structure, we will be looking at the adoption of marketing techniques that will give us a more clearly marketing-oriented management and strategy," says Benedetti "So long as the rest of the industry continues to use marketing merely as a promotion technique, we will be ahead. We are going to use it in building our product."

According to the new CGD/MM head, the Italian record business rarely sets marketing goals or targets its efforts at defined market segments. And despite the quantities of product released, little real innovation occurs.

A new approach to a&r is also planned. Benedetti says the local industry's crisis has been more tough on companies, like CGD, that depend largely on domestic material than it has on the multinationals that focus on Anglo-American pop.

'We will develop Italian music, but we are expanding internationally'

"Our goal is still to develop Italian product, but as we are also very much interested in the teen market, we are expanding our international license deals. The first successful moves in this direction, such as acquiring the Rough Trade label and good-selling artists like Samantha Fox, Chris Norman, and Bruce & Bongo, are very significant for us."

CGD is setting up a classical label to take advantage of CD growth, with the first release of 20 titles scheduled to take place before the end of the year The source of this repertoire has not yet been revealed.

Benedetti defends the use of the so-called *caso integrazione* scheme to see CGD through its financial problems "The workers' union agreed that we would pay up to 130 workers out of public funds. At the end of June we only had 84 workers paid on that basis, well below the agreed figure, and I will be more than glad to see full employment restored. This kind of emergency measure is intended for a limited period only and may help us fight seasonal rough spots. It will allow us to steer the company out of dangerous waters, not, as some people seem to think, to sink it."

Following the appointment of Benedetti, Sandro Delor resigned as general manager of CGD Dischi. Says Delor, "This is the right time for me to go so that the corporate changes can go through as smoothly as possible."

THE BILLBOARD BOOK OF NUMBER ONE HITS
BY FRED BRONSON
The inside story of every Number One single from "Rock Around the Clock" to "We Are the World"
AT BOOKSTORES NOW

U.K. Dealers Gird For Video Recordings Act

LONDON U.K. video retailers are bracing themselves for the next stage, set to go into effect Sept. 1, in the implementation of the Video Recordings Act. Any who fall foul of the act's provisions face fines of up to $30,000.

Designed to outlaw "video nasties" and classify other titles in the way that theatrical movies are classified, the act is being introduced in phases during the three-year period from 1985-88. Many dealers remain uncertain as to its implications and requirements.

The British Videogram Assn. (BVA), which represents most U.K. distributors, has circulated guidelines, as have such individual majors as RCA/Columbia and MGM/UA.

MGM/UA placed trade advertisements to alert dealers to titles that must be classified by Sept. 1. Says marketing manager Peter Edwards: "We don't want dealers to lose revenue by taking MGM titles off the shelves when they don't need to or being prosecuted because they have them on their shelves when they shouldn't."

And RCA/Columbia managing director Steve Bernard says all that company's authorized accounts have received Video Recordings Act implementation kits, which include customer guidance posters, certification listings for all current titles, and an explanatory bulletin.

The main problem for dealers is the series of five statutory deadlines laid down for certification of titles, which depends on when they were first theatrically distributed. The current phase, for example, applies to English-language product registered as having been distributed since the beginning of 1940.

In its own advice to dealers, the BVA lists a series of simple dos and don'ts, including making sure certificated titles are properly labeled.

IFPI Fights For Video Rights

TVB Under Court Investigation

LONDON Trade organization IFPI is accusing Hong Kong broadcaster TVB of putting pressure on record companies to allow the exploitation of their artists and recordings on TVB video programs marketed throughout the world.

The copyright infringement dispute will see both parties in the Hong Kong High Court later this month (Billboard, Aug. 9). Nick Garnett, IFPI regional director for Asia and the Pacific, says that some member companies report being told their artists and recordings will only be showcased if they agree to give TVB the right to use sound recordings featured in "Solid Gold" and other programs as it sees fit worldwide.

According to Garnett, this amounts to the demand that record companies "relinquish the rights which they own in their recordings under Hong Kong copyright law."

Although a new broadcast agreement covering Hong Kong itself is under negotiation, there has never been any IFPI-TVB agreement for the station's overseas exploitation of TV programs containing IFPI-owned material via the licensing of videocassette rights. Tapes of "Solid Gold" have been sold in Australia and the U.K.

The situation is aggravated by an ongoing inquiry by the High Court into IFPI's complaint that TVB gives preferential treatment to Capital Artists, a record company with which it has corporate links.

Garnett says, "IFPI and its members are simply protecting the copyright material which belongs to them and to their contracted artists.

"The industry welcomes the fullest exploitation of its recordings by TVB or anyone else, but this must be done by agreement, and the record companies and artists must be properly remunerated when their work is broadcast or licensed for videocassette release."

Publishers Unite In Japan

TOKYO Shoo Kusano, president of Shinko Music Publishing, has been elected to a third three-year term as chairman of the Japanese Music Publishers' Assn.

His first priority is to improve relations with rights society JASRAC and to strengthen its leadership in cooperation with society president Yasushi Akutagawa. Hori Productions president Takeo Hori and Fuji Pacific Music president Ichiro Asatsuma have already been appointed directors of JASRAC

Kusano notes that JASRAC revenues have risen by 50% since he first took office in 1980. At that time, the society's collections had just topped 20 billion yen ($128 million). For the fiscal year April 1986-March 1987, its target is over 30 billion yen ($192 million).

In 1980, some 593 music publishers were registered with JASRAC. Today the total is 850, accounting for 77% ($133 million) of the society's distributions. Although only 161, or less than 20%, of the publishers are JMPA members, these members received nearly 80% of the $133 million

Kusano says that new sources of income are emerging. In addition to the copyright charges now being collected from Japanese record rental outlets, performance charges will be paid by sing-along establishments beginning next year

The new chairman says efforts will be made to improve the image and reputation of publishers. In recent years, some non-JMPA members have been involved in legal trouble, and these troubles have come to be associated with all publishers.

A Billboard Spotlight
VIVA MIAMI
For ad details call
Marv Fisher (213) 273-7040

Issue Date November 1
Ad Deadline October 7

Would Increase Videlip Service's Subscribers

MuchMusic May Join Basic Cable

BY KIRK LaPOINTE

TORONTO The federal broadcast regulatory agency has invited the MuchMusic Network to apply to be carried nationwide on basic cable service. If MuchMusic gets the go-ahead, the move may mean greatly increased exposure of videlips in Canada and a revenue bonanza for the 2-year-old music video service

MuchMusic has been operating as a discretionary cable service since its inception in September 1984 With the exception of tiny cable companies with fewer than 3,000 subscribers, federal cable rules have allowed the CHUM Ltd. service to be offered as a scrambled signal, which only paying customers can get unscrambled

But in a rather unusual move on Aug. 13, the Canadian Radio-Television and Telecommunications Commission (CRTC) said MuchMusic, The Sports Network, and The Life Channel could apply to be carried on basic cable, similar to the way most American specialty channels are delivered. The CRTC feels that it may be possible to include these specialty services on basic cable to bolster cable subscription in Canada, enhance the Canadian component of cable, and help fend off the challenge to the cable industry by the satellite dish business.

CRTC chairman Andre Bureau believes that consumers want many more services at the lowest possible cost on cable.

There are two hitches before the plan can proceed. The first is that the move faces an enormous battle from conventional broadcasters, who see any competition as a threat to their ledgers and complain that the new specialty services aren't saddled with the same content quotas that they have

The CRTC has addressed the latter issue by saying it would expect any addition to basic cable to meet the requirements conventional broadcasters face.

CRTC chief says consumers want more services

In MuchMusic's case, however, it is unclear exactly how the Canadian content ruling (CanCon) would apply. Would it be the 30% Canadian videlip requirement now demanded of Canadian-made videlip shows on Canadian channels to be considered Canadian programming? Or, would it be the 50% CanCon programming demanded of private broadcasters generally?

In either case, it might be difficult for MuchMusic to meet the standard. MuchMusic's CanCon quota is 10% and moves to 15% in September when it enters its third year of programming It has already been playing more than 15% CanCon, but it is unlikely it could double that, much less triple it, without a great deal of repetition of clips. Individual Canadian videlips aren't available in large numbers, and new regulations that took effect at the start of the year make it much more difficult for videlips to qualify as CanCon. Several domestic artists now riding on the charts, including Glass Tiger and Tom Cochrane, have non-Canadian clips by virtue of their production credits.

Still, the move would have big bottom-line implications for MuchMusic and that may prove tough to ignore MuchMusic's subscriber level is about 800,000, but growth has flattened in recent months. That number is still well ahead of predictions, and MuchMusic actually earned a profit in its first year (the fastest-ever pay TV profit in broadcast history).

But a move to basic cable would greatly increase subscriber levels, bringing enormous revenue gains It is uncertain if MuchMusic would continue to charge cable companies for its services

MuchMusic has until Oct. 24 to apply to move to basic cable. Company officials say no course of action has been planned

Maple Briefs

Maple briefs features short items on the Canadian music industy. Information should be submitted to Kirk LaPointe, 7 Glen Ames Ave., Toronto, Ontario, Canada M4E 1M3.

THREE TORONTO MEN have been arrested and face up to life in prison for tampering with the CHUM AM communications tower in the early morning of Aug. 11. No one was hurt in the incident, which resulted in the tower falling across Yonge Street, the city's main thoroughfare, at approximately 5:15 a.m. The station was put off the air for about an hour and a half. CHUM says it will move the tower to another location Officials dismiss speculation that the crime has anything to do with a move a few weeks ago to change the station's format to golden pop.

CLASSICAL GUITARIST Liona Boyd has taken on Bruce Allen (Bryan Adams, Loverboy) and Maureen Jack (director of the Northern Lights' projects fund disbursal) as managers Boyd is poised to issue "Persona," a new age album featuring Eric Clapton, David Gilmour, and others. In a major departure from her usual style, she'll soon hit the road with a four-piece band.

JOHN OATES appeared at the Ontario Place Forum with Parachute Club, last year's Juno Award-winning group of the year Oates has been producing the Toronto band in his first-ever outside work from Hall & Oates.

CATHY HAHN has rejoined RCA Records Canada Ltd as national publicity chief Peter Simpson is leaving the company Hahn previously left RCA to join MuchMusic as its first publicist and then went into independent management, promotion, and publicity

POLYGRAM INC has upped senior regional manager Herb Bradley to general manager of its special products division Rick Dunlop is the new central region sales manager, while Larry Willmott is operations manager for the central region.

A Canadian fund is financing videlips ... see page 69

Ontario AG: Artists Can Slow Scalping

TORONTO Ticket-scalping problems can be controlled if performers or their managers restrict access to large blocks of seats or place conditions on the ticket sales for their shows, says Ontario attorney general Ian Scott.

Scott says that even though there has been a flurry of adverse publicity in the last year about ticket sales locally, he perceives scalping as a victimless crime that would be "inappropriately expensive" to police.

Scott made his remarks on "Two For The Road," a CHUM-FM Toronto documentary by producer Paul Cross that aired recently. The radio program followed intensive reporting over the last year by the Toronto Star, which featured a series of stories that included allegations by scalpers and officials, a number of controversial incidents involving sales, and a police investigation which cleared promoters and arena officials of wrongdoing.

Scott believes it is up to performers to take matters into their own hands if they think scalping restricts access to their shows or makes it inordinately expensive or difficult to attend.

"The entertainer or his manager can lay down ground rules by which tickets can be sold," Scott says. Such measures could include limits on the number of sales to one person, conditions on what types of surcharges may be levied by ticket agencies, and assurances that good seats will be sold to the general public and not hoarded for VIP use.

All-Night TV Bows In U.K. To Encouraging Numbers

LONDON Nearly a million viewers stayed up for the Aug. 8 introduction of all-night television here, according to figures from Yorkshire Television, the company that initiated the programming.

The transmissions, which are in a three-month trial period, finally started after a month's delay, during which time Superchannel/Music Box, which provides the programming, negotiated short-term rights clearances with the British Phonographic Industry.

The broadcasts run from the time normal programming goes off the air, about midnight, to the start of early-morning television, at 6:15 a.m. They are composed primarily of the programs in Music Box's own satellite schedule, which is transmitted simultaneously.

The shows include "Gaz Bag" and "The Nino Show," which mix pop videos, concert footage, star interviews, competitions, and reviews. Audience ratings for the first three nights show that an average of 250,000 people tuned in between midnight and 3 a.m. each night; from 3-6 a.m. there were about 100,000 viewers.

These figures suggest that Yorkshire Television's target of reaching 250,000 viewers in the 15-25 age group is within reach. Only once, between 4 a.m. and 5 a.m. on a Sunday morning, did the audience drop to a so-called "zero rating," which is below the minimum recordable level.

For the final hour, Yorkshire claimed an average audience of 100,000 people, more than the number that watched the opening hour of the early-morning fare that followed. Commercials running through the night include spots for pop records, jeans, and other mainly youth-oriented products, along with a government campaign against drug abuse.

Yorkshire says the all-night fare was watched in local late-night restaurants, bars, and nightclubs as well as in homes.

Paul Fox, managing director of Yorkshire Television, which has a stake in the Superchannel/Music Box firm, says, "In pioneering another first, we've blended television and pop music, two fields in which Britain leads the world. It's a three-month trial, and we'll review results at the end."

Other U.K. television companies are watching the experiment with interest, as is the Independent Broadcasting Authority, which gave it the go-ahead. Given the encouraging ratings Yorkshire has collected, it seems a fair bet that nationwide round-the-clock broadcasting will be instituted.

U.K.'s M&S Makes Music

BY PETER JONES

LONDON The giant Marks & Spencer chain plans to experiment with the marketing and sale of classical recordings this fall, collaborating on the ambitious project with composer Andrew Lloyd Webber's Really Useful Group and the London Philharmonic Orchestra.

Initial releases will be on a label bearing the chain's St. Michael trade name The launch in September starts with five new releases and a commitment that the operation, if successful, will provide a minimum of 10 recordings a year for the next three years.

The records will be available at selected stores within the 269 M&S U.K. chain and will be released in LP, cassette, and compact disk formats.

The role of the London Philharmonic is to provide musician personnel for works requiring more than five players and to select artists for smaller-scale pieces. The idea was initiated by the LPO and its managing director, John Willan, a former EMI Records producer.

His first approach to Marks & Spencer was turned down, for the chain had been unsuccessfully involved in the record business some 10 years ago. But he returned with a revised plan set up in conjunction with Anna Barry, another former EMI executive and now a producer with the Really Useful Group. Under the agreement, RUG finances recording and production costs and sells finished product to M&S.

Now RUG expects to make a profit on every disk sold and will give 15% of its surplus to the LPO, on top of the $25,000 already paid in session fees

Says Barry. "There is clearly a mass market for a high-quality product of this kind. Where Marks & Spencer failed in the past was in using recordings that were not exclusive to it."

The first releases were recorded at EMI's Abbey Road studios in July, with Mike Sheedy as sound engineer. They go on sale initially in six stores nationwide in late September. Details on pricing are not yet available, but the estimated retail price is seen as around $6 for LPs and cassettes and some $12 for CDs.

Initial releases include Elgar's "Enigma Variations," conducted by Richard Armstrong, of the Welsh National Opera Company, Vivaldi's "Four Seasons," and a selection of "light" Mozart works. Planned for the first batch was a recital by Barry Douglas, who won the Tchaikovsky Piano Competition in Moscow this summer. Because of Douglas' late commitments, however, Peter Donohoe, winner of last year's Tchaikovsky event, was booked to provide a set of Rachmaninoff preludes.

That the London Philharmonic is taking such an eager role in the St. Michael's label launch is no surprise, for the members were noticeably put out by the way the Royal Philharmonic Orchestra set up its own-name label months ago.

HITS of the WORLD

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BRITAIN (Courtesy Music Week) As of 6/23/86

This Week	Last Week	SINGLES
1	2	I WANT TO WAKE UP WITH YOU BORIS GARDINER REVUE
2	1	THE LADY IN RED CHRIS DE BURGH A&M
3	3	SO MACHO SINITTA FANFARE
4	4	ANYONE CAN FALL IN LOVE ANITA DOBSON & SIMON MAY ORCHESTRA BBC
5	5	AIN'T NOTHING GOING ON BUT THE RENT GWEN GUTHRIE BOILING POINT
6	10	CALLING ALL THE HEROES IT BITES VIRGIN
7	16	DANCING ON THE CEILING LIONEL RICHIE MOTOWN
8	17	I CAN PROVE IT PHIL FEARON ENSIGN
9	6	CAMOUFLAGE STAN RIDGWAY IRS
10	8	SHOUT LULU JIVE DECCA
11	27	GIRLS AND BOYS PRINCE & THE REVOLUTION PAISLEY PARK
12	37	BROTHER LOUIE MODERN TALKING RCA
13	3	PAPA DON'T PREACH MADONNA SIRE
14	11	PANIC SMITHS ROUGH TRADE
15	33	WE DON'T HAVE TO TAKE OUR CLOTHES OFF JERMAINE STEWART 10 RECORDS
16	9	FIND THE TIME FIVE STAR RCA
17	22	BREAKING AWAY JAKI GRAHAM EMI
18	38	GLORY OF LOVE PETER CETRA FULL MOON
19	NEW	HUMAN HUMAN LEAGUE VIRGIN
20	13	WHAT'S THE COLOUR OF MONEY HOLLYWOOD BEYOND WEA
21	30	WHEN I THINK OF YOU JANET JACKSON A&M
22	12	LET'S GO ALL THE WAY SLY FOX CAPITOL
23	28	THE WAY IT IS BRUCE HORNSBY AND THE RANGE RCA
24	15	I DIDN'T MEAN TO TURN YOU ON ROBERT PALMER ISLAND
25	NEW	A QUESTION OF TIME DEPECHE MODE MUTE
26	14	EVERY BEAT OF MY HEART ROD STEWART WARNER
27	19	RED SKY STATUS QUO VERTIGO
28	NEW	DON'T LEAVE ME THIS WAY COMMUNARDS LONDON
29	26	ON PEOPLE PATTI LABELLE RCA
30	16	FIGHT FOR OURSELVES SPANDAU BALLET CBS
31	24	CAN YOU FEEL THE FORCE REAL THING PRT
32	29	BURN DOCTOR AND THE MEDICS IRS
33	39	DREAMTIME DARYL HALL RCA
34	25	PRESS PAUL MCCARTNEY PARLOPHONE
35	20	ROSES HAYWOODE CBS
36	NEW	LOVE CAN'T TURN AROUND FARLEY JACKMASTER FUNK DJ INTERNATIONAL
37	21	SING OUR OWN SONG UB40 DEP INTERNATIONAL
38	NEW	YOU GIVE LOVE A BAD NAME BON JOVI VERTIGO
39	23	SMILE AUDREY HALL GERMAIN
40	NEW	NICE IN NICE STRANGLERS EPIC
		ALBUMS
1	NEW	VARIOUS NOW THAT'S WHAT I CALL MUSIC 7 EMI VIRGIN
2	1	MADONNA TRUE BLUE SIRE
3	NEW	LIONEL RICHIE DANCING ON THE CEILING MOTOWN
4	3	QUEEN A KIND OF MAGIC EMI
5	2	CHRIS DE BURGH INTO THE LIGHT A&M
6	4	WHAM THE FINAL EPIC
7	8	DIRE STRAITS BROTHERS IN ARMS VERTIGO
8	5	ROBERT PALMER RIPTIDE ISLAND
9	NEW	JEAN MICHEL JARRE RENDEZVOUS POLYDOR
10	8	SIMPLY RED PICTURE BOOK ELEKTRA
11	40	VARIOUS THE HEAT IS ON PORTRAIT
12	7	EURYTHMICS REVENGE RCA
13	13	ROD STEWART EVERY BEAT OF MY HEART WARNER
14	9	UB40 RAT IN THE KITCHEN DEP INTERNATIONAL
15	10	A-HA HUNTING HIGH AND LOW WARNER
16	15	VARIOUS THE ORIGINALS—32 ALL TIME CLASSICS TOWERBELL
17	18	QUEEN QUEEN'S GREATEST HITS EMI
18	11	STEVE WINWOOD BACK IN THE HIGH LIFE ISLAND
19	16	GENESIS INVISIBLE TOUCH VIRGIN
20	22	SMITHS THE QUEEN IS DEAD ROUGH TRADE
21	17	PETER GABRIEL SO VIRGIN
22	21	WHITNEY HOUSTON ARISTA
23	12	LUCIANO PAVAROTTI THE PAVAROTTI COLLECTION STYLUS
24	NEW	PARADE PRINCE AND THE REVOLUTION PAISLEY PARK
25	20	BRYAN FERRY/ROXY MUSIC STREET LIFE 20 GREAT HITS EG
26	NEW	DARYL HALL THREE HEARTS IN THE HAPPY ENDING RCA
27	NEW	VARIOUS UPFRONT 2 SERIOUS
28	14	SIGUE SIGUE SPUTNIK FLAUNT IT PARLOPONE
29	25	HOUSEMARTINS LONDON O HULL 4 GO! DISCS
30	29	COMMUNARDS LONDON
31	24	BIG COUNTRY THE SEER MERCURY
32	28	MADONNA LIKE A VIRGIN SIRE
33	26	SIMPLE MINDS ONCE UPON A TIME VIRGIN
34	19	VARIOUS NOW THE SUMMER ALBUM EMI/VIRGIN
35	27	BILLY OCEAN LOVE ZONE JIVE
36	23	CURE STANDING ON A BEACH—THE SINGLES FICTION
37	31	LEVEL 42 WORLD MACHINE POLYDOR
38	38	BILLY JOEL THE BRIDGE CBS
39	30	VARIOUS DRIVE TIME USA A TILL
40	34	PHIL COLLINS NO JACKET REQUIRED VIRGIN

CANADA (Courtesy The Record) As of 8/14/86

		SINGLES
1	1	PAPA DON'T PREACH MADONNA WEA
2	5	DANCING ON THE CEILING LIONEL RICHIE MOTOWN/MCA
3	3	SLEDGEHAMMER PETER GABRIEL GEFFEN WEA
4	4	LOVE TOUCH ROD STEWART WARNER BROS WEA
5	7	NASTY JANET JACKSON A&M
6	6	INVISIBLE TOUCH GENESIS ATLANTIC WEA
7	9	THE EDGE OF HEAVEN WHAM CBS
8	8	GLORY OF LOVE PETER CETERA WEA
9	13	DANGER ZONE KENNY LOGGINS CBS
10	2	I CAN'T WAIT NU SHOOZ ATLANTIC WEA
11	11	HOLDING BACK THE YEARS SIMPLY RED ELEKTRA WEA
12	12	WHO'S JOHNNY ("SHORT CIRCUIT" THEME) EL DEBARGE MOTOWN MCA
13	14	WE DON'T HAVE TO TAKE OUR CLOTHES OFF JERMAINE STEWART VIRGIN A&M
14	NEW	VENUS BANANARAMA LONDON/POLYGRAM
15	15	MAD ABOUT YOU BELINDA CARLISLE IRS MCA
16	10	ON MY OWN PATTI LABELLE & MICHAEL MCDONALD MCA
17	16	I DIDN'T MEAN TO TURN YOU ON ROBERT PALMER WEA
18	NEW	DIGGING YOUR SCENE THE BLOW MONKEYS RCA
19	NEW	ONE STEP CLOSER TO YOU GAVIN CHRISTOPHER MANHATTAN CAPITOL
20	NEW	PATIO LANTERNS KIM MITCHELL ALERT POLYGRAM
		ALBUMS
1	1	MADONNA TRUE BLUE SIRE WEA
2	2	GENESIS INVISIBLE TOUCH ATLANTIC WEA
3	3	PETER GABRIEL SO GEFFEN WEA
4	7	SOUNDTRACK TOP GUN COLUMBIA CBS
5	5	EURYTHMICS REVENGE RCA
6	6	WHITNEY HOUSTON ARISTA RCA
7	10	DAVID LEE ROTH EAT EM AND SMILE WEA
8	4	ROBERT PALMER RIPTIDE ISLAND MCA
9	8	BILLY OCEAN LOVE ZONE JIVE CBS
10	13	KIM MITCHELL SHAKIN' LIKE A HUMAN BEING ALERT POLYDOR
11	11	ROD STEWART WEA
12	12	WHAM! MUSIC FROM THE EDGE OF HEAVEN COLUMBIA CBS
13	NEW	BILLY JOEL THE BRIDGE COLUMBIA CBS
14	14	PET SHOP BOYS PLEASE CAPITOL
15	9	PATTI LABELLE WINNER IN YOU MCA
16	15	BOB SEGER & THE SILVER BULLET BAND LIKE A ROCK CAPITOL
17	16	THE MOODY BLUES THE OTHER SIDE OF LIFE POLYGRAM
18	NEW	LUBA BETWEEN THE EARTH AND SKY CAPITOL
19	18	HEART NEVER CAPITOL
20	20	VAN HALEN 5150 WARNER BROS WEA

WEST GERMANY (Courtesy Der Musikmarkt) As of 8/16/86

		SINGLES
1	1	LESSONS IN LOVE LEVEL 42 POLYDOR DG PMV
2	3	PAPA DON'T PREACH MADONNA SIRE/WEA
3	2	VENUS BANANARAMA LONDON METRONOME PMV
4	5	THE SOUND OF MUSIC FALCO GIG TELDEC
5	7	DO YA DO YA (WANNA PLEASE ME) SAMANTHA FOX JIVE TELDEC
6	6	THE EDGE OF HEAVEN WHAM EPIC CBS
7	4	I CAN'T WAIT NU SHOOZ ATLANTIC WEA
8	NEW	NEW YORK RIO-TOKYO TRIO RIO METRONOME PMV
9	8	LIMOUSINE HUBERT KAH BLOW UP INTERCORD
10	10	SPIRIT IN THE SKY DOCTOR AND THE MEDICS IRS CBS
11	12	HUNTING HIGH AND LOW (RE MIX) A-HA WARNER WEA
12	11	NASTY JANET JACKSON A&M DG PMV
13	13	SLEDGEHAMMER PETER GABRIEL VIRGIN ARIOLA
14	9	WONDERFUL WORLD SAM COOKE RCA
15	NEW	HOLIDAY RAP MC MIKER G AND DEEJAY SVEN RUSH/ARIOLA
16	17	HEISSE NAECHTE IN PALERMO ERSTE ALLGEMEINE VERUNSICHERUNG EMI
17	14	BAD BOY MIAMI SOUND MACHINE EPIC CBS
18	15	TOUCH ME (I WANT YOUR BODY) SAMANTHA FOX JIVE TELDEC
19	NEW	EVERY BEAT OF MY HEART ROD STEWART WARNER WEA
20	NEW	FRIENDS WILL BE FRIENDS QUEEN EMI
		ALBUMS
1	1	MADONNA TRUE BLUE SIRE WEA
2	2	WHAM THE FINAL EPIC CBS
3	5	CHRIS DE BURGH INTO THE LIGHT A&M GIG PMV
4	3	PETER GABRIEL SO VIRGIN/ARIOLA
5	4	GENESIS INVISIBLE TOUCH VIRGIN ARIOLA
6	6	QUEEN A KIND OF MAGIC EMI
7	8	EURYTHMICS REVENGE RCA
8	7	MODERN TALKING READY FOR ROMANCE HANSA/ARIOLA
9	11	SIMPLY RED PICTURE BOOK ELEKTRA WEA
10	12	CHRIS REA ON THE BEACH MAGNET DG PMV
11	9	HERBERT GROENEMEYER SPRUENGE EMI
12	10	ROD STEWART EVERY BEAT OF MY HEART WEA
13	14	JOE COCKER COCKER EMI
14	13	LEVEL 42 WORLD MACHINE POLYDOR DG PMV
15	16	A-HA HUNTING HIGH AND LOW WARNER/WEA
16	NEW	SAMANTHA FOX TOUCH ME JIVE TELDEC
17	15	WHITNEY HOUSTON ARISTA ARIOLA
18	17	VAN HALEN 5150 WARNER WEA
19	20	DIRE STRAITS BROTHERS IN ARMS VERTIGO PHONOGRAM PMV
20	16	STING BRING ON THE NIGHT A&M DG PMV

NETHERLANDS (Courtesy Stichting Nederlandse Top 40) As of 6/23/86

		SINGLES
1	3	SING OUR OWN SONG UB 40 VIRGIN
2	2	TI SENTO MATIA BAZAR ARIOLA
3	1	HOLIDAY RAP MC MIKER G & DJ SVEN DUR CO
4	7	WHO'S JONNY EL DEBARGE GORDY
5	5	NASTY JANET JACKSON A&M
6	4	PAPA DON'T PREACH MADONNA SIRE
7	10	SWEET FREEDOM MICHAEL MCDONALD MCA
8	NEW	LET'S GO ALL THE WAY SLY FOX CAPITOL
9	6	THE EDGE OF HEAVEN WHAM EPIC
10	8	LESSONS IN LOVE LEVEL 42 POLYDOR
		ALBUMS
1	2	WHAM THE FINAL EPIC
2	1	MADONNA TRUE BLUE SIRE
3	3	EURYTHMICS REVENGE RCA
4	6	MATIA BAZAR MELANCHOLIA ARIOLA
5	4	PETER GABRIEL SO VIRGIN
6	8	STEVE WINWOOD BACK IN THE HIGHLIFE ISLAND
7	5	STING BRING ON THE NIGHT A&M
8	NEW	UB40 RAT IN THE KITCHEN VIRGIN
9	9	CHRIS REA ON THE BEACH MAGNET
10	7	MODERN TALKING READY FOR ROMANCE HANSA

AUSTRALIA (Courtesy Kent Music Report) As of 8/25/86

		SINGLES
1	1	PAPA DON'T PREACH MADONNA JIVE WEA
2	2	TOUCH ME (I WANT YOUR BODY) SAMANTHA FOX JIVE LIBERATION EMI
3	3	SPIRIT IN THE SKY DR AND THE MEDICS EPIC CBS
4	7	THE DEAD HEART MIDNIGHT OIL CBS
5	6	STIMULATION WA WA HEE CBS
6	4	I WANNA BE A COWBOY BOYS DON'T CRY LEGACY/FESTIVAL
7	9	DANCING ON THE CEILING LIONEL RICHIE MOTOWN/RCA
8	16	VENUS BANANARAMA LIBERATION/EMI
9	5	EDGE OF HEAVEN WHAM EPIC CBS
10	6	INVISIBLE TOUCH GENESIS VIRGIN EMI
11	10	WHEN TOMORROW COMES EURYTHMICS RCA
12	15	HOLY WORD I'M TALKING REGULAR/FESTIVAL
13	11	ALL I NEED IS A MIRACLE MIKE AND THE MECHANICS WEA
14	13	WHO MADE WHO AC/DC ALBERT PRODUCTIONS/EMI
15	18	I CAN'T WAIT NU SHOOZ ATLANTIC WEA
16	17	LOVE TOUCH ROD STEWART WARNER/WEA
17	NEW	NASTY JANET JACKSON A&M/FESTIVAL
18	20	HOLDING BACK THE YEARS SIMPLY RED ELEKTRA WEA
19	NEW	HANDS UP IN THE AIR BOOM CRASH OPERA WEA
20	14	GREATEST LOVE OF ALL WHITNEY HOUSTON ARISTA/RCA
		ALBUMS
1	1	WHITNEY HOUSTON ARISTA/RCA
2	2	MADONNA TRUE BLUE SIRE WEA
3	3	EURYTHMICS REVENGE RCA
4	NEW	VARIOUS 1986 JUST FOR KICKS EMI
5	4	GENESIS INVISIBLE TOUCH VIRGIN EMI
6	7	JOHN COUGAR MELLENCAMP SCARECROW MERCURY/POLYGRAM
7	6	SIMPLY RED PICTURE BOOK ELEKTRA/WEA
8	5	BILLY JOEL THE BRIDGE FAMILY PRODUCTIONS/CBS
9	9	KEVIN BLOODY WILSON KEV'S BACK CBS
10	6	WHAM THE FINAL EPIC CBS
11	NEW	VARIOUS HITS AWESOME CBS
12	12	AC/DC WHO MADE WHO ALBERT PRODUCTIONS/EMI
13	16	JOE COCKER LIBERATION/EMI
14	13	BILLY OCEAN LOVE ZONE JIVE EMI
15	19	I'M TALKING BLAR WITNESS REGULAR/FESTIVAL
16	17	THE CURE STANDING ON A BEACH—THE SINGLES FICTION/WEA
17	15	QUEEN A KIND OF MAGIC EMI
18	10	STING BRING ON THE NIGHT A&M/FESTIVAL
19	11	VARIOUS HEARTBEAT '86 STARCALL RCA
20	18	PETER GABRIEL SO VIRGIN/EMI

JAPAN (Courtesy Music Labo) As of 6/25/86

		SINGLES
1	NEW	NOBLE RTO NO SHUNKAN SAYURI KOKUSHO CBS/SONY FUJI PACIFIC APPLE M
2	1	SKIP BEAT KUWATA BAND VICTOR AMUSE/FUJI/PACIFIC
3	2	SUPER CHANCE 1986 OMEGA TRIBE VAP/NTV M BERMUDA M
4	4	MERRY XMAS IN SUMMER KUWATA BAND VICTOR AMUSE FUJI PACIFIC
5	5	FUSHIGINA TEJINA HO YONI ERI NITTA CANYON FUJI PACIFIC BOND
6	3	NETAKOMO OKIRU KOMORIUTA TUNNELS CANYON NICHION A TO Z/ FUJI PACIFIC
7	6	PRUSSIAN BLUE NO SHOZO ANZENCHITAI KITTY KITTY M
8	12	JINGI AISHITE MORAIMASU MIHO NAKAYAMA KING NICHION VARNING P
9	10	BAN BAN BAN KUWATA BAND VICTOR AMUSE FUJIPACIFIC
10	6	YOARE NO NEW KYOKO KOIZUMI VICTOR VARNING P
11	7	HELP MINAKO HONDA TOSHIBA EMI NICHION BOND
12	11	OSAKINI SHIYSURE! ONYAHKO CLUBC CANYON FUJI PACIFIC
13	14	OMAE NI HEART BEAT BEE PUBLIC WARNER PIONEER/MC CABIN
15	9	SEASON IN THE SUN THE TUBE CBS/SONY WHITE M
16	16	KAZE NO MAORIGUL YOKO MINAMINO CBS SONY FUJIPACIFIC J C M KITTY
17	16	SONG FOR USA CHECKERS CANYON THREE STARS
18	NEW	YUSUGE NO KOI SHINICHI MORI VICTOR MORI M
19	13	HITOMINI YAKUSOKU MINAYO WATANABE CBS SONY FUJI PACIFIC VARNING P
20	NEW	CNA CNA CNA AKEMI ISHII CBS SONY NICHION TAKAI CANYON FUJI PACIFIC TANABE
		ALBUMS
1	NEW	AKINA NAKAMORI FUSHIGI WARNER PIONEER
2	1	KUWATA BAND NIPPON NO ROCK BAND VICTOR
3	2	MADONNA TRUE BLUE SIRE
4	3	1986 OMEGA TRIBE NAVIGATOR VAP
5	4	SOUNDTRACK PRUSSIAN BLUE NO SHOZO KITTY
6	5	CHECKERS SONG FOR U S A CANYON
7	6	KIYOTAKA SUGIYAMA BEYOND EMBARK
8	8	MISATO WATANABE LOVIN YOU EPIC SONY
9	7	EIKICHI YAZAWA TOKYO NIGHT WARNER
10	11	THE TUBE SEASON IN THE SUN CBS SONY
11	15	WHAM THE FINAL EPIC
12	9	KAI BAND THE KAI BAND TOSHIBA EMI
13	10	WHAM EDGE OF HEAVEN EPIC SONY
14	14	KYOKO KOIZUMI LIAR VICTOR
15	12	YOSHIYUAI OSAWA LIFE EPIC SONY
16	NEW	BEET TAKESHI ASAKUSA AID VICTOR
17	13	BOOWY GIGS JUST A HERO TOUR 1986 TOSHIBA EMI
18	16	MASAYOSHI TAKANAKA JUNGLE JANE TOSHIBA EMI
19	17	YOKO OGINOME HEART BEAT EXPRESS SOSHUN MONOGATARI MEMORIAL ALBUM VICTOR
20	NEW	BON JOVI WILD IN THE STREETS PHILIPS

FRANCE (Courtesy of Europe 1) As of 6/23/86

		SINGLES
1	1	LES DEMONS DE MINUIT IMAGES FLARENASH WEA
2	3	VILLE DE LUMIERE GOLD WEA
3	2	EN ROUGE ET NOIR JEANNE MAS PATHE
4	4	OURAGAN STEPHANIE CARRERE
5	5	THE PROMISE YOU MADE COOK ROBIN CBS
6	7	EASY LADY SPAGNA CBS
7	6	LES BETISTES SABINE PATUREL CARRERE
8	17	PAPA DON'T PREACH MADONNA WEA
9	9	TES YEUX NOIRS INDOCHINE ARIOLA
10	8	L'AMOUR A LA PLAGE NIAGARA POLYDOR
11	12	HUNTING HIGH AND LOW A HA WEA
12	11	IF YOU WERE A WOMAN BONNIE TYLER CBS
13	13	NUIT MAGIQUE CATHERINE LARA TREMA
14	14	BROTHER LOUIE MODERN TALKING HANSA WEA
15	10	LIVE TO TELL MADONNA WEA
16	15	FOURTH RENDEZ VOUS JEAN MICHEL JARRE DREYFUS POLYGRAM
17	19	A KIND OF MAGIC QUEEN PATHE
18	16	LE PARKING DES ANGES MARC LAVOINE PHONOGRAM
19	18	DANCE WITH ME ALPHAVILLE WEA
20	NEW	EXOTIC AND EROTIC SANDY MARTON CARRERE

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Bankers Adds Entertainment M&A

Firm Abandoned Area For Two Years

BY FRED GOODMAN

NEW YORK Bankers Trust Co., a long-standing lender to the entertainment industry, is expanding its mergers and acquisitions group to include communications and entertainment, areas the firm's M&A division abandoned about two years ago.

The area is being headed by Scott Marden, newly named vice president of mergers and acquisitions. Prior to joining Bankers Trust, Marden held several positions with CBS, including president of CBS International Publishing, vice president of planning and development for CBS Educational and Professional Publishing, and director of planning and development for the CBS Columbia Group.

Marden says Bankers Trust is looking to get involved in a broad range of communication and entertainment industries, which, in addition to television and radio, would include publishing, satelite communications, and cellular radio as well as motion picture, record, and computer data-base companies.

"Bankers Trust has been dealing with the entertainment industry for over 20 years," says Marden. "We've got 17 lending officers specializing in media, with transactions over $2.5 billion a year. We were one of the first to finance Disneyland, and we've been a leading lender to cable and a broad range player in entertainment from the beginning. It's an area we thoroughly understand."

The game plan in rebuilding M&A is to combine entertainment industry executives with Wall Street people. "We want to team industry veterans with people from the streets and the large investment banks," says Marden. Although his area includes only himself and an associate, Marden says Bankers Trust has 20 M&A officers in New York and another 30 around the country and that he will "draw on the department as a whole. Over time, we'll be adding industry experts and work closely with our media investment group in New York."

'Buyers realize that radio is undervalued compared to TV'

Although the number of radio and TV mergers and acquisitions has skyrocketed since Bankers Trust left the field, Marden says there is still plenty of action left in the marketplace.

"We're not coming to this late at all," he says. "Over the last five years, a lot of stations have gone private, and, over the next five years, I think a lot of them will go public again to acquire properties in the middle range, which is our specialty."

Marden predicts that the buying and selling of stations will continue at its current pace over the next two to four years, although he expects prices to decline.

"The industry restructuring will continue," he says. "But the current multiple level of 20- to 30-times earnings [for TV stations] will definitely fall. But I think the interest will continue, and as the multiple falls, other buyers will enter the field."

Marden notes that advertising and marketing spending is down for TV networks and that the number of available quality broadcast outlets is small. However, he sees strength in territorial businesses. "Even with a fall-off in local and specialty spending, spot sales are up," he says.

With the dearth of TV properties, Marden expects radio sale prices to remain high. "I think the Infinity-type sales will continue," he says. "Buyers are realizing that radio is undervalued compared to television. However, I don't think there is a high supply of those kind of key market outlets."

On the record industry front, Marden sees potential deals for existing major record companies, although he's loath to predict how soon those firms may be put into play.

"There is a possibility for transactions in the next two years or the next two weeks," he says. "Those interested in broadcast properties have not been paying attention to records because the business is so much more volatile, and earnings are much less predictable. That frightens most major movers.

"On the other side," he adds, "the availability of quality entertainment companies has virtually disappeared. Now buyers have to look at the segments that have not been taped, including records.

"The issue is coming up with a price," he says. "Nothing is never for sale, and I wouldn't be surprised to see some changes [in ownership] made in the next two years."

Marden adds that while the volatility of records may frighten buyers without hands-on experience in the business, the counterside—as with films—is the availability of existing libraries for future exploitation.

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NEW YORK STOCK EXCHANGE				
American Can	876.6	89¼	88	-1¼
John Blair & Co	136.8	28	27	-1
CBS Inc	1033.8	138¼	143¾	+5½
Cannon Group	372.8	36½	35½	-¾
Capital Cities Communications	129.8	253¾	264	+10¼
Coca Cola	3330.7	39½	38¾	-¾
Walt Disney	1867.8	46¼	45¼	-1
Eastman Kodak	3098.8	56¼	57¼	+¾
General Electric	3188.0	75¾	76⅝	+⅞
Gulf & Western	854.0	65¼	66½	+1¼
Handleman	1111.8	26¼	28½	+2
MCA Inc	1442.6	45	43¾	-1¼
Orion Pictures Corp	741.8	13¾	14½	-½
Sony Corp	477.9	18¼	18½	-¾
Taft Broadcasting	392.0	114¾	119¼	+4½
United Artists	75.8	13¼	12¾	-½
Vestron Inc	197.4	6¾	6¼	+½
Viacom	471.6	27¾	28¼	+½
Warner Communications Inc	1139.8	47	48¼	+1¼
Westinghouse	2489.7	56	57¾	+1¾
AMERICAN STOCK EXCHANGE				
Lorimar Telepictures	1013.2	26	25¾	-¼
New World Pictures	113.1	14¾	13½	-1¼
Price Communications	21.2	11¾	12¾	+¾
Turner Broadcasting System	143.1	18	15½	-2½
United Video	32.3	10¼	10¼	-¼
Wherehouse Entertainment	88.2	24¾	19¾	-5¾

Company	Open 8/12	Close 8/18	Change
OVER THE COUNTER			
Crazy Eddie	36	35¼	[illegible]
Infinity Broadcasting	[illegible]	11¼	[illegible]
Josephson Inc	[illegible]	10	[illegible]
LIN Broadcasting	[illegible]	[illegible]	[illegible]
Lieberman Enterprises	[illegible]	[illegible]	[illegible]
Malrite Communications Group	[illegible]	[illegible]	[illegible]
Park Communications Inc	[illegible]	[illegible]	[illegible]
Recoton Corporation	[illegible]	[illegible]	[illegible]
Reeves Communications	[illegible]	[illegible]	[illegible]
Satellite Music Network Inc	[illegible]	[illegible]	[illegible]
Scripps Howard Broadcasting	[illegible]	[illegible]	[illegible]
Seeburg Phonograph	[illegible]	[illegible]	[illegible]
Sound Warehouse	[illegible]	[illegible]	[illegible]
Specs Music	[illegible]	[illegible]	[illegible]
Tri Star Pictures	[illegible]	[illegible]	[illegible]
Wall To Wall Sound & Video Inc	[illegible]	[illegible]	[illegible]
Westwood One	33¼	34	[illegible]

The Canadian vidclip network MuchMusic may become basic cable service
. . . see page 72

...newsline...

KING OF VIDEO (NASDAQ/KOV), which licenses, manufactures, and distributes prerecorded videocassettes, says it has executed a letter of intent to acquire pay-TV programmer SelecTV Entertainment Corp. The terms of the proposed acquisition provide for the issuance of shares of KOV common stock in exchange for all of the issued and outstanding stock of SelecTV. At completion, the former shareholders of SelecTV will own 70% of King of Video's outstanding common shares. The deal is contingent upon execution of a definitive agreement and the approval of both companies' boards and shareholders. Steve Vincent, president of King of Video, says a deal with SelecTV would provide his firm with access to new material for video distribution and create "a unique resource within the entertainment industry."

REVENUES FOR THE RADIO NETWORK ASSN. (RNA)—a group that includes nets operated by Capital Cities/ABC, CBS, NBC, Satellite Music Network, Sheridan Broadcasting, Transtar, United Stations, and Westwood One/Mutual—were reported up sharply in July. Revenues totaled nearly $37 million, compared with $28 million in the same month of 1985, a 32% gain. Total revenues for the first seven months of the year reached $213.7 million, compared with $181.5 million during the corresponding period of 1985, an 18% increase overall. Sharpest increases were reported in the East, Midwest, and Detroit territories. The monthly report is tabulated for RNA by the accounting firm of Ernst & Whinney.

THE BATTLE FOR BROADCASTER JOHN BLAIR & CO. (NYSE/BJ) ended Aug. 15, when a federal appeals court in New York gave Saul Steinberg's Reliance Capital Group Inc. the go-ahead to complete its $356.5 million tender offer. Reliance had made its bid as a white knight following a hostile takeover attempt by Macfadden Holdings Inc., a closely held publishing company. The ruling threw out a lower court order obtained by Macfadden that had blocked the Reliance bid. Approximately 90% of Blair's shares had been tendered to the Steinberg group before the hearing.

CANADIAN RECORDED MUSIC MANUFACTURER Cinram Ltd. of Scarborough, Ontario, which trades on the Toronto and Montreal stock exchanges, reported a 25% rise in sales and 85% rise in net earnings for its second quarter, which ended June 30. Sales were $4.9 million, compared with $3.9 million in the second quarter of 1985. Net earnings during the quarter were $389,000 vs. $210,000 in last year's corresponding quarter. For the six months that ended June 30, sales increased by 40%, to $10.6 million from $7.5 million. Net earnings for the first half of 1986 were $801,000, compared with $299,000 in the first six months of 1985, or 38 cents per share vs. 21 cents per share. The weighted average number of shares in 1986 increased to 2,118,000 from 1,428,000 in 1985. Cinram, which recently absorbed what was the Quality Record plant, expects to begin manufacturing compact disks in early 1987.

Is RCA On The Block? Rumors Run Rampant

NEW YORK Speculation that RCA/Ariola Records is on the block heated up last week, with spokesmen for both RCA Records and parent company General Electric declining to comment.

GE, which completed its $6.3 billion purchase of RCA Corp. earlier this year, has steadfastly refused to speculate on whether it has any desire to retain an interest in the record business. At the time of the acquisition, GE executives lauded the fit between the two companies, citing their overlap and compatability in home entertainment and appliance hardware and government defense contracts, but made no mention of the record division.

A broad group of entertainment firms is said to be interested in bidding for the division. Among those mentioned most often are the Bertelsman Group of West Germany, which already owns a 25% stake in RCA/Ariola and is rumored to have a last option to top any other offer.

Among the other labels said to be interested in RCA/Ariola are MCA and A&M. Several multientertainment companies with existing interests in film companies have also been rumored to be interested, including Coca-Cola and Gulf & Western. Additionally, industry executives, including Arista president Clive Davis—whose label is 50% owned by RCA—and RCA/Ariola president Elliott Goldman, are viewed as potential buyers, as are several entertainment-oriented investment groups, including First Media.

Wall Street analysts have already projected that RCA/Ariola could command in excess of $500 million if put on the block (Billboard, May 17).

Although RCA does not provide breakdowns of the performances of its internal divisions, combined operating profits for the division on a worldwide basis in 1985 are estimated to have been $30 million, based on sales of more than $700 million.

FRED GOODMAN

EMI Trio. Pictured at the signing of reggae act the I-Three to EMI America Records in Los Angeles are, from left, vice president of business affairs Mark Berger; group members Judy Mowatt, Rita Marley, and Judy Griffiths, and vice president of a&r Neil Portnow

Material By Popular Cajun Comedian, Chef

Flat Town Buys Wilson Catalog

NEW ORLEANS Flat Town Music, of Ville Platte, La., recently purchased all of the existing masters recorded by Cajun comedian Justin Wilson from the Paula label. The deal involves 10 album's worth of material, including the popular "Pass A Good Time," which will appear on the Kom-A-Day label.

Louisiana's most popular comedian, Wilson hosts a Cajun cooking TV program that is syndicated to 252 stations nationwide. Wilson has also authored a number of best-selling jokebooks and cookbooks.

"We're really excited about picking up Justin's catalog," says Flat Town chief J. Floyd Soileau, who also heads up the Jin and Swallow labels. "When we found out they were available, we made every possible effort to secure them. Justin is a real folk hero to the people of Louisiana, and we felt it important to keep his recordings coming out of the state. [Paula Records is located in Shreveport.]

"We're hoping that Justin's name will give the label more credibility and get the names of our other artists, like Bob Prejean and Bud Fletcher, in more stores."

All of the Wilson releases on Kom-A-Day will employ the original Paula cover art. Most will be available by September, except for the two Christmas albums, which be released in November.

JEFF HANNUSCH

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TARGET AIMS AT HOME ENTERTAINMENT SOFTWARE

(Continued from page 8)

the opening night awards show. As Lentz said, "All merchandisers were winners." Larry Tucker of Target, national record merchandiser of the year award winner, copping the prize for the second straight year, also paid tribute to Jetco. "Any of you could be up here," he said.

Regional-merchandiser recognition went to Ward Rose, Kristin Hales, Scott Levin, and Kim Ireland. The two winners of the manufacturer of the year award were MGM/UA Home Video and CBS Records. The manufacturer rep award went to Warren Shulstad of WEA. Supplier of the year went to Imperial Plastics.

In addressing the convention, Veeneman said, "First, I'm excited about the growth prospects of this ever-changing industry. Jetco will be more aggressive than ever in going after new business. Jetco will constantly challenge itself to be in the forefront of developing new merchandising and marketing strategies. And Jetco will continue to seek new methods of operation to generate cost efficiencies and to deliver products more quickly.

"Second, I'm excited about the opportunity within Target. We have a great team of dedicated people. Together we will build a premier organization ready and eager to meet the challenges of this changing industry and our changing customers' needs.

"Third, and most important, I am excited about our vendor partners. In this fast-changing business our expertise as a great retailer must be matched with your expertise as a premier manufacturer. It is a continuing learning experience. We can learn from one another."

Target is unusual among giant discount chains in that it acts as its own wholesaler via Jetco. Most large chains stock home entertainment software through a rackjobber like Handleman or Lieberman.

Target now claims to be No. 5 in volume among U.S. store chains. (The category excludes consolidated firms bearing retail names.) This would find Target ranked behind Sears, K-mart, JC Penney, and Wal-Mart. Corporately, Dayton Hudson operates more than 1,200 stores in 48 states, including 786 B. Dalton Bookseller stores and Lechmere's, a 17-unit home electronics chain. There are 29 Dayton's and 17 Hudson's in the department store division.

Other statistics revealed here include Target's aggressive advertising. More than 1 billion circulars a year reach 15 million households weekly. Target stores attract more than 150 million customers annually.

A&R Management Team Streamlined

Germany's DG Move Seeks More Sales

HAMBURG Deutsche Grammophon, PolyGram's flagship label here, is confident of increasing its hold on the market for both international and domestic product following the integration of its distribution with the PolyGram Musik Vertrieb joint distribution operation.

Managing director Heino Wirth says the reorganization has brought with it a new a&r philosophy and a more motivated, compact management team. The company is especially strong in international product, with a wide range of artists, including Sting, Level 42, Jean Michel Jarre, Janet Jackson, Joan Armatrading, Chris de Burgh, and Style Council.

Says Wirth, "Our special marketing strategy has paid off, and we expect our international product department to improve considerably on last year's performance. The German pop market as a whole, particularly the charts, has an international share of about 80%, so that fits very well with our strength in international product."

At the same time, DG is determined to put equal emphasis on establishing new German acts in the national market, Wirth says, and is prepared to think longterm and invest accordingly. The company already has a reputation for exploiting the creative potential of stars like James Last, Karel Gott, and Dorinka, he says, and is now looking to break newer artists, among them Lake and Channel Five.

DAT Could Boost Market

NEW YORK The portable audio products market is in sore need of the sales boost that a rapid introduction of Digital Audio Tape (DAT) could provide, says a six-market survey by U.K.-based research firm Market Direction.

But, the firm predicts that DAT's launch in the six markets studied—the U.S., Japan, U.K., Italy, France, and West Germany—will be delayed by Japanese manufacturers until the end of the decade.

Market Directions says the personal portable market (Walkman-type cassette players, "boom boxes," etc.) has shown little growth in the past five years.

The research company says that by 1990, total personal portable sales in the six aforementioned countries will "lose about 3% of their volume or $133 million at constant prices and exchange rates."

The group's recent study concludes: "If the Japanese sit on DAT until the end of the decade for fear of knocking out portable CD before it can get a foothold in the small audio market, total sales are set to decline, both in volume and value, by 2%-3%."

VENUE READS RIOT ACT

(Continued from page 7)

a press statement and at a news conference held the day after the Long Beach show.

"Run-D.M.C. refuses to play Los Angeles until police or other authorities take sterner measures to protect Run-D.M.C. fans against local gangs," the formal statement read. "The gangs stand for everything rap is against."

At the conference, Darryl McDaniels, who performs under the name D.M.C., denied that rap music is inspiring violence.

"This kind of behavior has been going on since the dawn of time," he said.

Jason Mizell, who is the DJ for the group under the name Jam Master Jay, said, "Other cities don't have the problems that L.A. has. Run-D.M.C. isn't the problem, L.A. is the problem."

Following the Long Beach fracas, one of the injured was admitted to St. Mary's Hospital in Long Beach with a gunshot wound, six received treatment for stab wounds. Some of the injured were beaten with fragments of broken metal folding chairs, reports say.

The show was suspended in mid-performance after 10:30 p.m., when Long Beach police officers cleared the hall. The fighting spilled out into the street, where it continued.

Only four were arrested as a result of the disturbance, which reportedly involved an estimated 300-500 gang members who disguised their "colors" under jogging suits.

The disturbance broke out despite a large police and security presence at the show: 100 uniformed Long Beach police officers, 100 Platt Security staffers (off-duty or retired policeman employed by the Arena), and 70-80 ushers were reportedly on the premises.

Assistance in preparing this story provided by Nelson George in New York

Haggard Dates Off

NASHVILLE Merle Haggard has canceled all his concert dates through September, his booking agency confirms. Haggard told his agency, the Jim Halsey Co., he was dropping the dates because of "illness, exhaustion, and emotional stress" and that he is under a doctor's care.

Haggard has also reportedly laid off several members of his band.

Billboard® HOT 100® SINGLES™

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Compiled from a national sample of retail store and one-stop sales reports and radio playlists

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	TITLE / PRODUCER (SONGWRITER)	ARTIST / LABEL & NUMBER/DISTRIBUTING LABEL
1	2	4	12	★★ NO. 1 ★★ 1 week at No. One — NIGNER LOVE / R. TITELMAN, S. WINWOOD (S. WINWOOD, W. JENNINGS)	◆ STEVE WINWOOO / ISLAND 7-28710 WARNER BROS.
2	3	6	10	VENUS / STOCK, AITKEN, WATERMAN (R. LEEUWEN)	◆ BANANARAMA / LONDON 886 056-7 POLYGRAM
3	1	1	10	PAPA DON'T PREACN / MADONNA, S. BRAY (B. ELLIOT, MADONNA)	◆ MADONNA / SIRE 7-28660 WARNER BROS.
4	7	9	11	TAKE MY BREATN AWAY (LOVE THEME FROM "TOP GUN")	◆ BERLIN / COLUMBIA 38-05903
5	6	7	7	DANCING ON TNE CEILING	◆ LIONEL RICHIE / MOTOWN 1843
6	12	15	9	FRIENDS ANO LOVERS	CARL ANDERSON & GLORIA LORING / CARRERE 4-06122 EPIC
7	11	12	12	SWEET FREEDOM (TNEME FROM "RUNNING SCAREO")	◆ MICHAEL MCDONALD / MCA 52857
8	9	8	12	RUMORS / JAYNE, ... (M. THOMPSON, M. MARSHALL, A. HILL)	TIMEX SOCIAL CLUB / JAY 7001
9	15	24	5	STUCK WITH YOU / HUEY LEWIS & NEWS (C. HAYES, H. LEWIS)	◆ HUEY LEWIS & THE NEWS / CHRYSALIS 43019
10	4	3	16	MAO ABOUT YOU	◆ BELINDA CARLISLE / IRS 52815 MCA
11	8	5	16	WE DON'T HAVE TO TAKE OUR CLOTNES OFF / N. M. WALDEN (N. M. WALDEN)	◆ JERMAINE STEWART / ARISTA 1-9424 ARISTA
12	5	2	13	GLORY OF LOVE (THEME FROM "THE KARATE KIO PART II")	◆ PETER CETERA / WARNER BROS. 7-28662
13	16	20	12	WOROS GET IN THE WAY / E. ESTEFAN JR. (G. M. ESTEFAN)	MIAMI SOUND MACHINE / EPIC 34-06120
14	14	18	11	BABY LOVE / S. BRAY (R. RICHARDS, M. KESSLER)	◆ REGINA / ATLANTIC 7-89417
15	20	30	6	WALK THIS WAY / R. SIMMONS, R. RUBIN (S. TYLER, J. PERRY)	◆ RUN O M C / PROFILE 5112
16	18	23	9	YANKEE ROSE / T. TEMPLEMAN (D. L. ROTH, S. VAI)	◆ OAVIO LEE ROTH / WARNER BROS. 7-28656
17	10	10	9	THE EDGE OF HEAVEN / G. MICHAEL (G. MICHAEL)	◆ WHAM! / COLUMBIA 38-06182
18	23	31	8	DON'T FORGET ME (WHEN I'M GONE) / J. VALLANCE (GLASS TIGER, J. VALLANCE)	◆ GLASS TIGER / MANHATTAN 50037 EMI AMERICA
19	22	27	9	MAN SIZE LOVE (FROM "RUNNING SCARED") / R. TEMPERTON (R. TEMPERTON)	◆ KLYMAXX / MCA 52841
20	21	25	9	THAT WAS THEN, THIS IS NOW	◆ THE MONKEES / ARISTA 1-9505
21	19	47	19	YOU SHOULD BE MINE (THE WOO WOO SONG) / R. PERRY (A. GOLDMARK, B. ROBERTS)	◆ JEFFREY OSBORNE / A&M 2814
22	24	33	6	★★★ POWER PICK/SALES ★★★ LOVE ZONE / W. BRATHWAITE, B. J. EASTMOND (B. EASTMOND, W. BRATHWAITE, B. OCEAN)	◆ BILLY OCEAN / JIVE 1-9510 ARISTA
23	28	39	5	DREAMTIME / D. HALL, D. A. STEWART, T. WOLK (D. HALL, J. BEEBY)	◆ DARYL HALL / RCA 14387
24	77	34	10	THE CAPTAIN OF HER HEART / DOUBLE (K. MALOO, F. HAUS)	◆ DOUBLE / A&M 2838
25	31	46	3	TWO OF HEARTS / J. ST. JAMES (J. MITCHELL, S. GATLIN, T. GREENE)	◆ STACEY Q / ATLANTIC 7-89381
26	36	46	3	WHEN I THINK OF YOU / J. JAM, T. LEWIS (J. HARRIS III, T. LEWIS, J. JACKSON)	◆ JANET JACKSON / A&M 2855
27	38	46	9	THROWING IT ALL AWAY / GENESIS, H. PADGHAM (A. BANKS, P. COLLINS, M. RUTHERFORD)	GENESIS / ATLANTIC 7-89372
28	36	47	9	PRESS / P. MCCARTNEY, H. PADGHAM (P. MCCARTNEY)	◆ PAUL MCCARTNEY / CAPITOL 5597
77	19	13	45	SLEDGEHAMMER / D. LANOIS, P. GABRIEL (P. GABRIEL)	◆ PETER GABRIEL / GEFFEN 7-28718 WARNER BROS.
36	17	47	19	LOVE TOUCH (THEME FROM "LEGAL EAGLES") / M. CHAPMAN (M. CHAPMAN, H. KNIGHT, G. BLACK)	◆ ROD STEWART / WARNER BROS. 7-28668
31	37	47	7	OH, PEOPLE / R. PERRY (B. ROBERTS, A. GOLDMARK)	◆ PATTI LABELLE / MCA 52877
38	32	32	19	TAKEN IN / C. NEIL (M. RUTHERFORD, C. NEIL)	◆ MIKE & THE MECHANICS / ATLANTIC 7-89404
33	86	34	1	HEAVEN IN YOUR EYES / P. DEAN, J. DEXTER (P. DEAN, M. RENO, J. DEXTER, M. MOORE)	◆ LOVERBOY / COLUMBIA 38-06178
34	45	57	6	MISSIONARY MAN / D. A. STEWART (D. A. STEWART, A. LENNOX)	◆ EURYTHMICS / RCA 14414
35	41	43	6	VELCRO FLY / B. HAM (GIBBONS, HILL, BEARD)	ZZ TOP / WARNER BROS. 7-28650
36	44	56	4	LOVE WALKS IN / VAN HALEN, M. JONES, D. LANDEE (E. VAN HALEN, S. HAGAR, M. ANTHONY, A. VAN HALEN)	VAN HALEN / WARNER BROS. 7-28626
37	43	49	6	ALL CRIED OUT / FULL FORCE (FULL FORCE)	◆ LISA LISA & CULT JAM WITH FULL FORCE / COLUMBIA 38-05844
38	26	16	17	OANGER ZONE / G. MORODER (G. MORODER, T. WHITLOCK)	◆ KENNY LOGGINS / COLUMBIA 38-05893
39	55	65	13	TWIST ANO SNOUT / G. MARTIN (... MEDLEY)	THE BEATLES / CAPITOL 5624
40	48	53	7	MONEYS TOO TIGNT (TO MENTION)	◆ SIMPLY REO / ELEKTRA 7-69528
41	25	19	13	ALL TNE LOVE IN TNE WORLD / W. WITTMAN	◆ THE OUTFIELD / COLUMBIA 38-05894
42	46	48	9	POINT OF NO RETURN	◆ NU SHOOZ / ATLANTIC 7-89392
43	52	61	4	A MATTER OF TRUST / P. RAMONE (B. JOEL)	◆ BILLY JOEL / COLUMBIA 38-06108
44	29	28	10	RUMBLESEAT / LITTLE BASTARD, D. GEHMAN (J. MELLENCAMP)	◆ JOHN COUGAR MELLENCAMP / RIVA 884 855-7 POLYGRAM
45	35	35	12	NANGING ON A HEART ATTACK / M. CHAPMAN (M. CHAPMAN)	◆ DEVICE / CHRYSALIS 42996
46	67	—	2	★★★ POWER PICK/AIRPLAY ★★★ HEARTBEAT / C. SANFORD, ... (E. LAAZ, W. WALDMAN)	DON JOHNSON / EPIC 34-06285
47	33	21	14	INVISIBLE TOUCN / GENESIS, H. PADGHAM (P. COLLINS, M. RUTHERFORD, A. BANKS)	◆ GENESIS / ATLANTIC 7-89407
48	50	50	7	SOMEBOOY LIKE YOU / R. GREEN (D. BARNES, J. CARLISI, D. VAN ZANT, ...)	◆ 38 SPECIAL / A&M 2854
49	NEW ▶		1	★★★ HOT SHOT DEBUT ★★★ TYPICAL MALE / T. BRITTEN (T. BRITTEN, G. LYLE)	◆ TINA TURNER / CAPITOL 5615
50	30	17	11	SUZANNE / S. PERRY (S. PERRY, J. CAIN)	JOURNEY / COLUMBIA 38-06134
51	54	64	5	RUTNLESS PEOPLE / D. HALL, M. JAGGER, D. A. STEWART (D. HALL, M. JAGGER, D. A. STEWART)	MICK JAGGER / EPIC 34-06211
52	57	74	3	SWEET LOVE / M. J. POWELL (A. BAKER, L. A. JOHNSON, G. BIAS)	◆ ANITA BAKER / ELEKTRA 7-69557
53	62	79	3	I OION'T MEAN TO TURN YOU ON / B. EDWARDS (J. HARRIS, T. LEWIS)	◆ ROBERT PALMER / ISLAND 7-99537 ATLANTIC
54	58	67	4	LOVE ALWAYS / B. BACHARACH, C. B. SAGER (B. BACHARACH, C. BAYER SAGER, B. ROBERTS)	◆ EL DEBARGE / GORDY 1857 MOTOWN
55	59	66	4	PRIVATE NUMBER / D. POWELL, D. RIVKIN (L. KNIGHT, A. ZIGMAN, L. KNIGHT, A. ZIGMAN)	◆ THE JETS / MCA 52846
56	34	22	15	ONE STEP CLOSER TO YOU / J. STURKEN, E. ROGERS, G. CHRISTOPHER (ROGERS, STURKEN, PESCETTO, GRANT)	◆ GAVIN CHRISTOPHER / MANHATTAN 50028 EMI AMERICA
57	47	38	14	TAKE IT EASY / R. T. BAKER (A. TAYLOR, S. JONES)	◆ ANDY TAYLOR / ATLANTIC 7-89414
58	60	62	8	WHAT DOES IT TAKE / B. FAIRBAIRN (D. GREHAN)	◆ HONEYMOON SUITE / WARNER BROS. 7-28670
59	42	26	16	NASTY / J. JAM, T. LEWIS (J. HARRIS III, T. LEWIS, J. JACKSON)	◆ JANET JACKSON / A&M 2830
60	63	71	5	AIN'T NOTNIN' GOIN' ON BUT THE RENT / G. GUTHRIE (G. GUTHRIE)	◆ GWEN GUTHRIE / POLYDOR 885 106-7 POLYGRAM
61	65	72	4	WRAP IT UP / D. EDMUNDS (I. HAYES, D. PORTER)	◆ THE FABULOUS THUNDERBIROS / CBS ASSOCIATED 4-06270 EPIC
62	64	68	6	NOTNING IN COMMON / G. DOWNES (T. BAILEY, T. BAILEY, A. CURRIE)	◆ THOMPSON TWINS / ARISTA 1-9511
63	NEW ▶		1	TRUE COLORS / L. LAPPER (T. KELLY, B. STEINBERG)	◆ CYNDI LAUPER / PORTRAIT 37-06247 EPIC
64	66	70	5	SO FAR SO GOOD (FROM "ABOUT LAST NIGNT") / N. M. WALDEN (T. SNOW, ...)	◆ SHEENA EASTON / EMI AMERICA 8332
65	69	73	4	YOU CAN CALL ME AL / P. SIMON (P. SIMON)	◆ PAUL SIMON / WARNER BROS. 7-28667
66	71	—	2	EARTN ANGEL / ... (C. WILLIAMS, D. WILLIAMS)	NEW EDITION / MCA 52...
67	78	85	3	IT'S YOU / B. SEGER, PUNCH (B. SEGER)	BOB SEGER & THE SILVER BULLET BAND / CAPITOL 5623
68	80	93	3	PARANOIMIA / THE ART OF NOISE (DUDLEY, JECZALIK)	◆ THE ART OF NOISE WITH MAX HEADROOM / CHINA 4-43002 CHRYSALIS
69	61	58	8	LOVE OF A LIFETIME / G. GARTSIDE, D. GAMSON, A. MARDIN (G. GARTSIDE, D. GAMSON)	◆ CHAKA KHAN / WARNER BROS. 7-28671
10	86	63	7	ANOTHERLOVERHOLENYOHEAD / PRINCE (PRINCE)	◆ PRINCE & THE REVOLUTION / PAISLEY PARK 7-28620 WARNER BROS.
71	76	86	3	THE OTHER SIDE OF LIFE / T. VISCONTI (J. HAYWARD)	◆ THE MOODY BLUES / POLYDOR 885 201-7 POLYGRAM
72	77	45	1	EVERY LITTLE KISS / B. HORNSBY, E. SCHEINER (B. R. HORNSBY)	BRUCE HORNSBY & THE RANGE / RCA 14361
45	45	29	45	OPPORTUNITIES (LET'S MAKE LOTS OF MONEY) / S. HAGUE, ... (N. TENNANT, C. LOWE)	◆ PET SHOP BOYS / EMI AMERICA 8330
74	82	45	3	TAKE ME HOME TONIGHT / ... (... P. SPECTOR, E. GREENWICH, J. BARRY)	◆ EDDIE MONEY / COLUMBIA 38-06231
45	45	45	1	WALK LIKE A MAN (FROM "A FINE MESS") / R. JAMES (... B. GAUDIO)	◆ MARY JANE GIRLS / MOTOWN 1851
76	83	36	3	PLAYING WITH THE BOYS / P. WOLF (K. LOGGINS, P. WOLF, I. WOLF)	◆ KENNY LOGGINS / COLUMBIA 38-05902
77	77	31	3	SPIRIT IN THE SKY / ... (N. GREENBAUM)	◆ DOCTOR AND THE MEDICS / IRS 52880 MCA
78	29	88	1	LONELY IS THE NIGHT / J. BOYLAN (D. WARREN, A. HAMMOND)	AIR SUPPLY / ARISTA 1-9521
79	NEW ▶		1	GIRL CAN'T HELP IT / S. PERRY (S. PERRY, J. CAIN, N. SCHON)	JOURNEY / COLUMBIA 38-06302
80	84	—	7	GIVE ME THE REASON / L. VANDROSS (L. VANDROSS, N. ADDERLEY JR.)	◆ LUTHER VANDROSS / EPIC 34-06129
21	56	86	19	DIGGING YOUR SCENE / P. WILSON (DR. ROBERT)	◆ THE BLOW MONKEYS / RCA 14325
82	53	37	13	MODERN WOMAN (FROM "RUTHLESS PEOPLE") / P. RAMONE (B. JOEL)	BILLY JOEL / EPIC 34-06118
83	19	51	20	YOUR WILDEST DREAMS / T. VISCONTI (J. HAYWARD)	◆ THE MOODY BLUES / POLYDOR 883 906-7 POLYGRAM
46	29	45	22	HOLDING BACK THE YEARS / S. LEVINE (M. HUCKNALL, N. MOSS)	◆ SIMPLY RED / ELEKTRA 7-69564
85	NEW ▶		1	ANOTHER HEARTACHE / B. EZRIN (B. ADAMS, J. VALLANCE, R. STEWART, R. WAYNE)	◆ ROD STEWART / WARNER BROS. 7-28631
86	NEW ▶		1	IN YOUR EYES / P. GABRIEL, D. LANOIS, B. LASWELL (P. GABRIEL)	PETER GABRIEL / GEFFEN 7-28622 WARNER BROS.
87	NEW ▶		1	I'LL BE OVER YOU / TOTO (S. LUKATHER, R. GOODRUM)	TOTO / COLUMBIA 38-06280
88	92	—	2	THE HUNTER / G. DOWNES (G. DOWNES)	◆ GTR / ARISTA 1-9512
89	73	59	7	IF LOOKS COULO KILL / R. NEVISON (T. CONRAD, B. GARRETT)	HEART / CAPITOL 5605
90	NEW ▶		1	LOVE COMES QUICKLY / S. HAGUE (N. TENNANT, C. LOWE, S. HAGUE)	◆ PET SHOP BOYS / EMI AMERICA 8338
91	NEW ▶		1	SOMEBODY'S OUT TNERE / M. LEVINE (R. EMMETT, M. LEVINE, G. MOORE)	TRIUMPH / MCA 52898
92	93	—	2	ANGEL IN MY POCKET / L. HOWE (L. HOWE, L. PENNY)	◆ ONE TO ONE / WARNER BROS. 7-28739
93	85	69	21	NO ONE IS TO BLAME / P. COLLINS, H. PADGHAM (H. JONES)	◆ HOWARD JONES / ELEKTRA 7-69549
94	81	52	11	A KIND OF MAGIC / QUEEN, D. RICHARDS (R. TAYLOR)	◆ QUEEN / CAPITOL 5590
95	95	—	2	WEATNERMAN / N. JAMESON (N. JAMESON, A. D. LEARY)	NICK JAMESON / MOTOWN 1853
96	75	55	20	THERE'LL BE SAO SONGS (TO MAKE YOU CRY) / B. EASTMOND, W. BRATHWAITE (W. BRATHWAITE, B. EASTMOND, B. OCEAN)	◆ BILLY OCEAN / JIVE 1-9465 ARISTA
97	90	90	4	AM I FORGIVEN / S. PROFFER, ISLE OF MAN (BAUN, B. PARLEZ)	ISLE OF MAN / PASHA 4-05900 EPIC
98	87	60	19	WHO'S JOHNNY ("SHORT CIRCUIT" THEME) / P. WOLF (P. WOLF, I. WOLF)	◆ EL DEBARGE / GORDY 1842 MOTOWN
99	98	98	3	WALK AWAY RENEE / ... (M. BROWN, B. CALILLI, T. SANSONE)	◆ SOUTHSIDE JOHNNY & THE JUKES / ATLANTIC 7-89394
100	86	80	9	NO PROMISES / ... (I. DAVIES, B. KRETSCHMER)	◆ ICEHOUSE / CHRYSALIS 4-...978

○ Products with the greatest airplay and sales gains this week. ◆ Video clip availability. ● Recording Industry Assn. Of America (RIAA) seal for sales of one million units. ▲ RIAA seal for sales of two million units.

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HOT 100 SINGLES SPOTLIGHT

A weekly look behind the Hot 100 with Michael Ellis.

IN ONE OF THE closest races for No. 1 of the year, **Steve Winwood's** "Higher Love" (Island) edges out **Bananarama's** "Venus" (London) by a razor-thin margin. "Venus" has a good lead over "Higher Love" in sales points, but Winwood's tune has an equally large edge in airplay points. These two have only a small lead over the bulleted records at No. 4 and No. 5, so look for another tough battle for No. 1 next week.

THERE ARE SEVERAL records on the chart this week making only small chart moves despite strong point gains. **Regina's** "Baby Love" (Atlantic) does not move up at all in chart position but is bulleted at No. 14 because of very strong point gains in both airplay and sales. The record is going top five in many markets and is No. 1 at three reporting pop stations this week. "Love Zone" by **Billy Ocean** (Jive) moves up only two positions, to No. 22, despite registering strong enough sales gains to be this week's Power Pick/Sales. Several other records in the 50s and 60s with solid point gains make similar small moves because of chart congestion.

TWO RECORDS BY MAJOR names enter the chart with airplay from at least half of the radio panel. Leading the way as Hot Shot Debut at No. 49 is "Typical Male" by **Tina Turner** (Capitol), followed by **Cyndi Lauper's** "True Colors" (Portrait) at No. 63. **Don Johnson** has the strongest second week on the chart. "Heartbeat" (Epic) picks up another 78 stations, to move up to No. 46 as the Power Pick/Airplay.

RADIO STATIONS QUALIFY to report to the Hot 100 by two criteria. Having a weekly cume of over 100,000 is the first qualification, although there are a selected number of smaller stations that report to the chart in the second category. All stations are classified by weekly cume into one of five weighting categories. The second qualification is harder to measure: determining which stations with a large cume are true top 40, or pop, stations. Billboard's definition of a top 40 station is one that plays all the hits in its local market. There are some very large and successful stations that do not play every hit in their market, eliminating a few popular records because they do not match the sound or identity of the station. Are these stations top 40? They do not fit in one of the more specialized formats, like black/urban or album rock, but are not pure top 40 stations, either. One such station that is very successful is top 40/urban hybrid Power 106 (KPWR) in Los Angeles. PD **Jeff Wyatt** and I recently discussed how to define top 40 properly and whether his station, one of the most-listened-to music outlets in the U.S., with a weekly cume of 1.4 million, could report to the Hot 100 chart. The challenge for Billboard and other publications that measure records' popularity is to find a consistent way to utilize these nontraditional stations' playlists to reflect fully popular music all over the country.

FOR WEEK ENDING AUGUST 30, 1986

Billboard

HOT 100 SINGLES ACTION

RADIO MOST ADDED

224 REPORTERS

		NEW ADDS	TOTAL ON
TINA TURNER	TYPICAL MALE CAPITOL	162	163
CYNDI LAUPER	TRUE COLORS PORTRAIT	112	112
DON JOHNSON	HEARTBEAT EPIC	78	172
JOURNEY	GIRL CAN'T HELP IT COLUMBIA	60	60
TOTO	I'LL BE OVER YOU COLUMBIA	48	48

Radio Most Added is a weekly national compilation of the five records most added to the playlists of the radio stations reporting to Billboard. Retail Breakouts is a weekly national indicator of those records with significant future sales potential based on initial market reaction at the retailers and one-stops reporting to Billboard. The full panel of reporters is published periodically as changes are made, or is available by sending a self-addressed stamped envelope to Billboard Chart Dept., 1515 Broadway, New York, N.Y. 10036

RETAIL BREAKOUTS

197 REPORTERS

		NUMBER REPORTING
BILLY JOEL	A MATTER OF TRUST COLUMBIA	29
THE JETS	PRIVATE NUMBER MCA	26
JANET JACKSON	WHEN I THINK OF YOU A&M	26
GENESIS	THROWING IT ALL AWAY ATLANTIC	25
VAN HALEN	LOVE WALKS IN WARNER BROS	21

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Billboard. HOT 100. SALES & AIRPLAY™

A ranking of the top 40 singles by sales and airplay, respectively, with reference to each title's composite position on the main Hot 100 Singles chart

SALES

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	3	VENUS	BANANARAMA	2
2	4	HIGHER LOVE	STEVE WINWOOD	1
3	9	TAKE MY BREATH AWAY (LOVE THEME FROM "TOP GUN")	BERLIN	4
4	1	PAPA DON'T PREACH	MADONNA	3
5	6	DANCING ON THE CEILING	LIONEL RICHIE	5
6	11	FRIENDS AND LOVERS	CARL ANDERSON & GLORIA LORING	6
7	10	SWEET FREEDOM	MICHAEL McDONALD	7
8	5	WE DON'T HAVE TO TAKE OUR CLOTHES OFF	JERMAINE STEWART	11
9	2	MAD ABOUT YOU	BELINDA CARLISLE	10
10	17	STUCK WITH YOU	HUEY LEWIS & THE NEWS	9
11	12	RUMORS	TIMEX SOCIAL CLUB	8
12	15	WORDS GET IN THE WAY	MIAMI SOUND MACHINE	13
13	14	BABY LOVE	REGINA	14
14	7	GLORY OF LOVE	PETER CETERA	12
15	16	YANKEE ROSE	DAVID LEE ROTH	16
16	13	YOU SHOULD BE MINE (THE WOO WOO SONG)	JEFFREY OSBORNE	21
17	18	THAT WAS THEN, THIS IS NOW	THE MONKEES	20
18	22	WALK THIS WAY	RUN D.M.C.	15
19	8	THE EDGE OF HEAVEN	WHAM!	17
20	21	MAN SIZE LOVE (FROM "RUNNING SCARED")	KLYMAXX	19
21	24	DON'T FORGET ME (WHEN I'M GONE)	GLASS TIGER	18
22	26	LOVE ZONE	BILLY OCEAN	22
23	30	THE CAPTAIN OF HER HEART	DOUBLE	24
24	31	TWO OF HEARTS	STACEY Q	25
25	35	DREAMTIME	DARYL HALL	23
26	32	OH, PEOPLE	PATTI LABELLE	31
27	—	PRESS	PAUL McCARTNEY	28
28	19	LOVE TOUCH (THEME FROM "LEGAL EAGLES")	ROD STEWART	30
29	20	SLEDGEHAMMER	PETER GABRIEL	29
30	—	ALL CRIED OUT	LISA LISA & CULT JAM WITH FULL FORCE	37
31	—	WHEN I THINK OF YOU	JANET JACKSON	26
32	23	RUMBLESEAT	JOHN COUGAR MELLENCAMP	44
33	—	POINT OF NO RETURN	NU SHOOZ	42
34	—	MISSIONARY MAN	EURYTHMICS	34
35	27	ALL THE LOVE IN THE WORLD	THE OUTFIELD	41
36	29	DANGER ZONE	KENNY LOGGINS	38
37	—	TWIST AND SHOUT	THE BEATLES	39
38	—	RUTHLESS PEOPLE	MICK JAGGER	51
39	—	MONEY$ TOO TIGHT (TO MENTION)	SIMPLY RED	40
40	28	SUZANNE	JOURNEY	50

AIRPLAY

THIS WEEK	LAST WEEK	TITLE	ARTIST	HOT 100 POSITION
1	2	HIGHER LOVE	STEVE WINWOOD	1
2	1	PAPA DON'T PREACH	MADONNA	3
3	4	VENUS	BANANARAMA	2
4	6	TAKE MY BREATH AWAY (LOVE THEME FROM "TOP GUN")	BERLIN	4
5	7	DANCING ON THE CEILING	LIONEL RICHIE	5
6	8	RUMORS	TIMEX SOCIAL CLUB	8
7	13	STUCK WITH YOU	HUEY LEWIS & THE NEWS	9
8	3	GLORY OF LOVE	PETER CETERA	12
9	11	FRIENDS AND LOVERS	CARL ANDERSON & GLORIA LORING	6
10	12	SWEET FREEDOM	MICHAEL McDONALD	7
11	5	MAD ABOUT YOU	BELINDA CARLISLE	10
12	14	WORDS GET IN THE WAY	MIAMI SOUND MACHINE	13
13	15	BABY LOVE	REGINA	14
14	19	WALK THIS WAY	RUN D.M.C.	15
15	9	WE DON'T HAVE TO TAKE OUR CLOTHES OFF	JERMAINE STEWART	11
16	20	DREAMTIME	DARYL HALL	23
17	21	DON'T FORGET ME (WHEN I'M GONE)	GLASS TIGER	18
18	10	THE EDGE OF HEAVEN	WHAM!	17
19	23	MAN SIZE LOVE (FROM "RUNNING SCARED")	KLYMAXX	19
20	25	LOVE ZONE	BILLY OCEAN	22
21	31	THROWING IT ALL AWAY	GENESIS	27
22	28	THE CAPTAIN OF HER HEART	DOUBLE	24
23	22	YANKEE ROSE	DAVID LEE ROTH	16
24	33	TWO OF HEARTS	STACEY Q	25
25	35	WHEN I THINK OF YOU	JANET JACKSON	26
26	24	TAKEN IN	MIKE & THE MECHANICS	32
27	34	HEAVEN IN YOUR EYES	LOVERBOY	33
28	29	THAT WAS THEN, THIS IS NOW	THE MONKEES	20
29	16	YOU SHOULD BE MINE (THE WOO WOO SONG)	JEFFREY OSBORNE	21
30	17	SLEDGEHAMMER	PETER GABRIEL	29
31	18	LOVE TOUCH (THEME FROM "LEGAL EAGLES")	ROD STEWART	30
32	38	LOVE WALKS IN	VAN HALEN	36
33	36	VELCRO FLY	ZZ TOP	35
34		HEARTBEAT	DON JOHNSON	46
35	39	PRESS	PAUL McCARTNEY	28
36	—	MISSIONARY MAN	EURYTHMICS	34
37	—	A MATTER OF TRUST	BILLY JOEL	43
38	—	TWIST AND SHOUT	THE BEATLES	39
39	—	MONEY$ TOO TIGHT (TO MENTION)	SIMPLY RED	40
40	—	TYPICAL MALE	TINA TURNER	49

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HOT 100 SINGLES BY LABEL

A ranking of distributing labels by their number of titles on the Hot 100 chart.

LABEL	NO. OF TITLES ON CHART
WARNER BROS. (10)	15
Geffen (2)	
Island (1)	
Paisley Park (1)	
Sire (1)	
COLUMBIA	12
ATLANTIC (8)	9
Island (1)	
EPIC (5)	9
CBS Associated (1)	
Carrere (1)	
Pasha (1)	
Portrait (1)	
MCA (6)	8
I.R.S. (2)	
ARISTA (4)	7
Jive (2)	
Arista/10 (1)	
CAPITOL	6
A&M	5
EMI-AMERICA (3)	5
Manhattan (2)	
MOTOWN (3)	5
Gordy (2)	
POLYGRAM	5
Polydor (3)	
London (1)	
Riva (1)	
CHRYSALIS (3)	4
China (1)	
ELEKTRA	4
RCA	4
JAY	1
PROFILE	1

HOT 100 A-Z PUBLISHERS/PERFORMANCE RIGHTS/SHEET MUSIC

TITLE
(Publisher, Licensing Org.)
Sheet Music Dist.

60 AIN'T NOTHIN' GOIN' ON BUT THE RENT (Dum Di Dum, ASCAP)
37 ALL CRIED OUT (Wideston, BMI/My! My!, BMI/Careers, BMI) CPP
41 ALL THE LOVE IN THE WORLD (Warning Tracks, ASCAP)
97 AM I FORGIVEN (Grand Pasha, BMI)
92 ANGEL IN MY POCKET (MCA, ASCAP)
85 ANOTHER HEARTACHE (Irving, BMI/Calypso Toonz, PROC/Adams Communications, BMI/Zot, ASCAP/Rod Stewart, ASCAP/Intersong, ASCAP)
70 ANOTHERLOVERHOLENYOHEAD (Controversy, ASCAP) WBM
14 BABY LOVE (Black Lion, ASCAP/Regina Richards, ASCAP/Deutsch Berardi, ASCAP/April, ASCAP/Maz Appeal, ASCAP) CPP/ABP
24 THE CAPTAIN OF HER HEART (Z Muzik, SUISA/Almo, ASCAP) CPP/ALM
5 DANCING ON THE CEILING (Brockman, ASCAP) CPP/CLM
38 DANGER ZONE (Famous, ASCAP) CPP
81 DIGGING YOUR SCENE (Blue Network, ASCAP) CPP
18 DON'T FORGET ME (WHEN I'M GONE) (Colgems-EMI, ASCAP/Tiger Shards, CAPAC/Irving, BMI/Calypso Toonz, PROC) CPP/ALM
23 DREAMTIME (Hallowed Hall, BMI/Red Network, BMI/Anxious, PRS/Warner-Tamerlane, BMI) CPP
66 EARTH ANGEL (Dootsie Williams, BMI)
17 THE EDGE OF HEAVEN (Morrison Leahy, ASCAP/Chappell, ASCAP) HL
72 EVERY LITTLE KISS (Zappo, ASCAP)
6 FRIENDS AND LOVERS (WB, ASCAP/French Surf, ASCAP/Colgems-EMI, ASCAP) WBM
79 GIRL CAN'T HELP IT (Street Talk, ASCAP/Rock Dog, ASCAP/Frisco Kid, ASCAP/Colgems-EMI, ASCAP)
80 GIVE ME THE REASON (April, ASCAP/Uncle Ronnie's, ASCAP/Dillard, BMI) CPP/ABP
12 GLORY OF LOVE (THEME FROM "THE KARATE KID PART II") (Ball Line Orange, ASCAP/Air Bear, BMI/Warner-Tamerlane, BMI) CPP/WBM
65 HANGING ON A HEART ATTACK (Mainiki, ASCAP/Arista, ASCAP) CPP
46 HEARTBEAT (Glasco, ASCAP/Cotillion, BMI/Moon & Stars, BMI) CPP
33 HEAVEN IN YOUR EYES (Sordid Songs, ASCAP/Duke Reno, ASCAP/Irving, BMI/Poetical License, ASCAP/Famous, ASCAP/Ensign, BMI) CPP
1 HIGHER LOVE (F.S. Limited, PRS/Willin' David, BMI/Blue Sky Rider, BMI)
84 HOLDING BACK THE YEARS (April, ASCAP) CPP/ABP
88 THE HUNTER (Kid Glove, BMI) CPP/WBM
53 I DIDN'T MEAN TO TURN YOU ON (Flyte Tyme, ASCAP/Avant Garde, ASCAP) WBM
89 IF LOOKS COULD KILL (Blackwood, BMI/Stone Diamond, BMI) CPP
87 I'LL BE OVER YOU (Rehtakul Veets, ASCAP/California Phase, ASCAP)
86 IN YOUR EYES (Cliofine, BMI/Hidden Pun, BMI)
47 INVISIBLE TOUCH (Anthony Banks, ASCAP/Phil Collins, ASCAP/Mike Rutherford, ASCAP/Hit & Run Music) WBM
67 IT'S YOU (Gear, ASCAP) WBM
94 A KIND OF MAGIC (Queen, BMI/Beechwood, BMI) WBM
78 LONELY IS THE NIGHT (WB, ASCAP/Albert Hammond, ASCAP/Realsongs, ASCAP)
54 LOVE ALWAYS (New Hidden Valley, ASCAP/Carole Bayer Sager, BMI/Broozertoones, BMI) CPP
90 LOVE COMES QUICKLY (Cage, ASCAP/Ten, ASCAP/Unichappell, BMI/Charisma, ASCAP)
69 LOVE OF A LIFETIME (Gamson Songs, ASCAP/WB, ASCAP/Jouissance, ASCAP)
30 LOVE TOUCH (THEME FROM "LEGAL EAGLES") (Mainiki, ASCAP/Arista, ASCAP) CPP
36 LOVE WALKS IN (Yessup, ASCAP) WBM
22 LOVE ZONE (Zomba, ASCAP) HL
10 MAD ABOUT YOU (Alpine One, BMI/Careers, BMI/This Is Art, BMI/Arista, ASCAP) CPP
19 MAN SIZE LOVE (FROM "RUNNING SCARED") (Rodsongs, ASCAP/April, ASCAP/MGM UA, ASCAP/Almo, ASCAP) CPP
43 A MATTER OF TRUST (Joel Songs, BMI) CPP/ABP
34 MISSIONARY MAN (RCA Music/Red Network, BMI) CPP
82 MODERN WOMAN (FROM "RUTHLESS PEOPLE") (Joel Songs, BMI) CPP/ABP
40 MONEY$ TOO TIGHT (TO MENTION) (Stan Flo, BMI/Otis, BMI) HL
59 NASTY (Flyte Tyme, ASCAP) WBM
93 NO ONE IS TO BLAME (Howard Jones Music Ltd.) WBM
100 NO PROMISES (I.D., ASCAP/R.G.R., ASCAP)
62 NOTHING IN COMMON (Zomba, ASCAP) CPP
31 OH PEOPLE (Broozertoones, BMI/Nonpareil, ASCAP) CPP
56 ONE STEP CLOSER TO YOU (Music Corp. Of America, BMI/Bayun Beat, BMI/Rashida, BMI/MCA, ASCAP) MCA/HL
73 OPPORTUNITIES (LET'S MAKE LOTS OF MONEY) (Cage, ASCAP/Ten, ASCAP/Virgin, ASCAP) CPP
71 THE OTHER SIDE OF LIFE (WB, ASCAP) WBM
3 PAPA DON'T PREACH (Elliot, ASCAP/Jacobsen, ASCAP) WBM
68 PARANOIMIA (Bullalo, ASCAP/WB, ASCAP/Perfect Songs, BMI/Island, BMI) WBM
76 PLAYING WITH THE BOYS (Milk Money, ASCAP/Petwolf, ASCAP/Chappell, ASCAP/Famous, ASCAP/Kikiko, BMI/Unichappell, BMI) CPP/CHA/HL
42 POINT OF NO RETURN (Poolside, BMI) WBM
28 PRESS (MPL, ASCAP) MPL/HL
55 PRIVATE NUMBER (Almo, ASCAP/Crimsco, ASCAP/Irving, BMI) CPP/ALM
44 RUMBLESEAT (Riva, ASCAP) WBM
8 RUMORS (I Kong IV, BMI/Danica, BMI)
51 RUTHLESS PEOPLE (Unichappell, BMI/Hot-cha, BMI/Promopub B.V., PRS/Arista, ASCAP/Blue Network, ASCAP)
29 SLEDGEHAMMER (Cliofine, BMI/Hidden Pun, BMI) WBM
64 SO FAR SO GOOD (FROM "ABOUT LAST NIGHT") (Triple Star, BMI/Snow Songs, BMI/Dyad, BMI) CPP
48 SOMEBODY LIKE YOU (Bocknocker, ASCAP/Irving, BMI/Calypso Toonz, PROC) CPP/ALM
91 SOMEBODY'S OUT THERE (Triumph, ASCAP)
77 SPIRIT IN THE SKY (Westminster)
9 STUCK WITH YOU (Hulex, ASCAP) CPP/CLM
50 SUZANNE (Street Talk, ASCAP/Frisco Kid, ASCAP/Colgems-EMI, ASCAP) WBM
7 SWEET FREEDOM (THEME FROM "RUNNING SCARED") (Rodsongs, ASCAP/April, ASCAP/MGM UA, ASCAP/Almo, ASCAP) CPP
52 SWEET LOVE (Old Brompton Road, ASCAP/Jobete, ASCAP) CPP
57 TAKE IT EASY (Poetlorff, ASCAP/Marilor, ASCAP) CPP
74 TAKE ME HOME TONIGHT (C And D, ASCAP/Arlon, ASCAP/Chappell, ASCAP/Mother Bertha, BMI/Trio, BMI/Warner-Tamerlane, BMI) WBM
4 TAKE MY BREATH AWAY (LOVE THEME FROM "TOP GUN") (GMPC, ASCAP/Famous, ASCAP) CPP
32 TAKEN IN (Michael Rutherford, ASCAP/Pun 63 Songs, ASCAP/Arlon, ASCAP/Chappell, ASCAP) HL/WBM
20 THAT WAS THEN, THIS IS NOW (Mosquitos, ASCAP) CPP
96 THERE'LL BE SAD SONGS (TO MAKE YOU CRY) (Zomba, ASCAP) HL
27 THROWING IT ALL AWAY (Anthony Banks, ASCAP/Phil Collins, ASCAP/Michael Rutherford, ASCAP/Hit And Run, ASCAP) WBM
63 TRUE COLORS (Denise Barry, ASCAP/Billy Steinberg, ASCAP)
39 TWIST AND SHOUT (Screen Gems-EMI, BMI/Unichappell, BMI) WBM
25 TWO OF HEARTS (On The Note, BMI/Bug, BMI/Tim Green, ASCAP/Four Buddies, ASCAP) CPP
49 TYPICAL MALE (Myaxe, PRS/Almo, ASCAP/WB, ASCAP)
35 VELCRO FLY (Hamstein, BMI) WBM
2 VENUS (Dayglow, ASCAP)
99 WALK AWAY RENEE (New York Times, BMI) HL
75 WALK LIKE A MAN (FROM "A FINE MESS") (Claridge, ASCAP/Unichappell, BMI) MPL/HL
15 WALK THIS WAY (Daksel, BMI/Unichappell, BMI)
11 WE DON'T HAVE TO TAKE OUR CLOTHES OFF (Bellboy, BMI/Chappell, ASCAP)
95 WEATHERMAN (Jobete, ASCAP/Sea Of Keys, ASCAP/Up The Charts, ASCAP/China Plate, ASCAP) CPP
58 WHAT DOES IT TAKE (Screen Gems-EMI, BMI/Auto Tunes, BMI)
26 WHEN I THINK OF YOU (Flyte Tyme, ASCAP) WBM
98 WHO'S JOHNNY ("SHORT CIRCUIT" THEME) (Petwolf, ASCAP/Chappell, ASCAP/Kikiko, BMI/Unichappell, BMI) CPP/CHA/HL
13 WORDS GET IN THE WAY (Foreign Imported, BMI) CPP
61 WRAP IT UP (East, BMI/Memphis, BMI/Irving, BMI/Pronto, BMI) CPP/ALM
16 YANKEE ROSE (Diamond Dave, ASCAP/Sy Vy, ASCAP)
65 YOU CAN CALL ME AL (Paul Simon, BMI) WBM
21 YOU SHOULD BE MINE (THE WOO WOO SONG) (Nonpareil, ASCAP/Broozertoones, BMI) CPP
83 YOUR WILDEST DREAMS (WB, ASCAP/Bright Music, PRS) WBM

SHEET MUSIC AGENTS

are listed for piano/vocal sheet music copies and may not represent mixed folio rights

ABP	April Blackwood	CPP	Columbia Pictures
ALM	Almo	HAN	Hansen
B-M	Belwin Mills	HL	Hal Leonard
B-3	Big Three	IMM	Ivan Mogull
BP	Bradley	MCA	MCA
CHA	Chappell	PSP	[illegible]
CLM	Cherry Lane	[illegible]	[illegible]
CPI	[illegible]	[illegible]	[illegible]

ALBUMS

SPOTLIGHT *Predicted to hit top 10 on Billboard's Top Pop Albums chart or to earn platinum certification*

NEW & NOTEWORTHY *Highlights new and developing acts worthy of attention and other releases of special interest*

PICKS *New releases predicted to hit the top half of the chart in the format listed*

RECOMMENDED *Other releases predicted to chart in the respective format, also, other albums of superior quality*

All albums commercially available in the U.S. are eligible for review

Send albums for review to Fred Goodman, Billboard 1515 Broadway New York, N.Y. 10036

or Chris Morris, Billboard 9107 Wilshire Blvd Beverly Hills, Calif 90210

Country albums should be sent to Ed Morris, Billboard 14 Music Circle E Nashville, Tenn 37203

POP

PICKS

PAUL SIMON
Graceland
PRODUCER Paul Simon
Warner Bros 25447 1

This risky, quite brilliant work by the veteran songwriter is a true outside shot for chart success, but it is undeniably among the best and most ambitious albums of the year Simon lays some expert compositions against shimmering instrumental backdrops by a host of great African musicians and East Los Angeles' Los Lobos Superb

THE HUMAN LEAGUE
Crash
PRODUCERS James Harris III & Terry Lewis
A&M 5129

The magic touch of production team Harris & Lewis has helped catapult A&M to the top of the charts with Janet Jackson and the label is obviously hoping to reap similar rewards with this project While the band lacks the depth of talent that Jackson displayed, there are several strong shots for radio here, most notably "Human," "The Real Thing," and "Love Is All That Matters"

TRIUMPH
The Sport Of Kings
PRODUCER Mike Clink
MCA 5786

Members of this veteran rock trio have their ears attuned to current trends in album rock programming The results, captured on "The Sport Of Kings," is an album of broad commercial promise While devoid of throwaway tracks, "Tear In The Rain," "Play With The Fire," and "Hooked On You" are standouts

ORIGINAL MOTION PICTURE SOUNDTRACK
Stand By Me
PRODUCERS Various
Atlantic 81677

Strong oldies compilation accompanies this boxoffice hit, a paean to the agonies of early adolescence Includes tracks by Buddy Holly, Shirley & Lee, the Del Vikings, the Silhouettes, the Coasters, Jerry Lee Lewis, and Ben E King's classic title track

GLORIA LORING
Atlantic 81679

Duet with Carl Anderson, "Friends & Lovers," gives this collection a fast start at adult contemporary Rest of the album is of similar quality, auguring a potentially long chart run

RECOMMENDED

RORY BLOCK
I've Got A Rock In My Sock
PRODUCER Rory Block
Rounder 3097

Blues-influenced guitarist/vocalist offers an evenly balanced outing with all star support from Stevie Wonder, Taj Mahal, David Bromberg, Warren Bernhardt and Howard Johnson Fans of Bonnie Raitt are directed here

THE BURNS SISTERS BAND
PRODUCER Richard Gottehrer
Columbia BFC 40340

Upstate New York group featuring five—count 'em, five—sisters, with studio chores handled by the Go-Go's former producer Best bets for airplay "Listen To The Beat Of A Heart" and "Run Rebel Run"

ORLEANS
Grown Up Children
PRODUCERS David Hungate & Tony Brown
MCA 5767

Journeyman pop rocker John Hall and cohorts Larry and Lance Hoppen travel to Nashville and fashion a sweet, lilting, often countrified pop collection Ricky Skaggs and Chet Atkins guest instrumentally

PHIL ALVIN
Un "Sung Stories"
PRODUCERS Phil Alvin & Pat Burnett
Slash/Warner Bros 25481 1

Lead singer of the Blasters struts his solo stuff with eclectic covers of blues, jazz and country gems Alvin wails, receiving crack backing from the Sun Ra Arkestra and the Dirty Dozen Brass Band

COMMANDER CODY
Let's Rock!
PRODUCERS Tony Johnson & Austin de Lone
Blind Pig BP 2086

Commander George Frayne, former Lost Planet Airmen Bill Kirchen and Bruce Barlow, and producers de Lone and Johnson have a good-humored honk at r&b and country covers and novelties Contact PO Box 2344, San Francisco, Calif 94126

FAIRPORT CONVENTION
House Full
PRODUCERS Joe Boyd and Frank Kornelussen
Hannibal HNBL 1319

Superior live set by the famed English folk-rock band, recorded at L.A.'s Troubadour in 1970, features breathtaking, breakneck instrumental work by Richard Thompson and Dave Swarbrick

LEO KOTTKE
A Shout Toward Noon
PRODUCER Rusty Nedlinger
Private Music/RCA 2007 1 P

Current new age craze gives acoustic guitar virtuoso another chance to make the kind of engaging, thoughtful and accomplished music for which he is known

KLAUS SCHULZE
Picture Music
PRODUCER Klaus Schulze
Gramavision 18 7021 1

Percussionist/synthesist best known as an early member of Tangerine Dream and later for his work with Go proves he's still in the vanguard of electronic new age music with this collection from his European catalog

MAXINE SULLIVAN
The Lady's In Love With You—Maxine Sullivan Sings The Music of Burton Lane
PRODUCERS Bill Rudman, Ken Bloom, Keith Ingham
Stash ST 257

Everything is bright and breezy in this generous salute (16 songs) to composer Burton Lane, the melody maker behind "How About You," "How Are Things In Glocca Morra," and "Everything I Have Is Yours" Maxine is in affable control of the songs, as is the Keith Ingham Sextet

JUDY GARLAND
America's Treasure
EXECUTIVE PRODUCER Sid Luft
Dunhill Compact Classics DZS003 (CD Only)

Culled from undocumented concert/TV performances supplied by Garland's one time husband Sid Luft, this is the legendary performer's first appearance on CD It's really a greatest hits package, with 17 numbers in all and sound that is more than acceptable

BROADWAY CAST ALBUM
Sweet Charity
PRODUCERS Cy Coleman, Mike Berniker
EMI America 4EV 17196

The revival of the Cy Coleman/Dorothy Fields hit of 1966 is a smash on Broadway and a triumph for lead Debbie Allen The score has aged more than well, it now includes the charming title song written for the movie version The digitally taped recording is dazzling

JIMMY WITHERSPOON
Midnight Lady Called The Blues
PRODUCERS Doc Pomus, Dr. John
Muse MR 5327

A solid, soulful, straight ahead blues recital Veteran belter Witherspoon is in excellent voice, and the backup band—featuring David "Fathead" Newman and Hank Crawford on saxophones—is superb Producers Doc Pomus and Dr John wrote all the tunes

SPOTLIGHT

JAMES INGRAM
Never Felt So Good
PRODUCERS Keith Diamond, James Ingram
Qwest 25424 1

Ingram continues to pump out the sweet'n hot style that has made him a pop and black chart topper This new effort is packed with keenly cut tracks that emphasize the vocalist's versatility and musical range Current single and leadoff track, "Always," with background assists by El DeBarge and Howard Hewett, is a smoothie that's an almost sure fire hit "Lately" and "The Wings Of My Heart" will also play as singles Another classy package from a consistent winner

BLACK

PICKS

HOWARD HEWETT
I Commit to Love
PRODUCERS Various
Elektra 60487 1

Shalamar's former lead vocalist makes his Elektra bow with a handsome selection of simmering ballads and upbeat grooves Hewett teams with impressive backup talent, including Wilton Felder, Paulinho da Costa, Deniece Williams, and album co-producers George Duke and Stanley Clarke Current chart item "I'm For Real" is included, "Stay" and the title track lead as followup contenders

RECOMMENDED

JOHNNY ADAMS
After Dark
PRODUCER Scott Billington
Rounder 2049

New Orleans' amazing "Tan Canary" applies his virtuoso vocal technique to some r&b classics and a couple of contemporary tunes hand tailored by writer John Hiatt Master guitarist Wayne Bennett guests

LATIMORE
Every Way But Wrong
PRODUCER Avi Stephenson
Malaco MAL 7346

Southern soul rocks steady in the good hands and rough voice of Latimore, who tears up "Every Way But Wrong" and "Body Shop" in the best tradition of the genre, while keeping arrangements up to date

COUNTRY

PICKS

GARY MORRIS
Plain Brown Wrapper
PRODUCER Gary Morris
Warner Bros 25438 1

Morris undertakes a noble experiment here, relying on relatively simple acoustic instrumentation and his own powerful vocals to carry the day And it works His cover versions of five standards are so personally wrought that they don't sound like covers The new material is strong too, especially "Better Than The New," Dave Loggins' chilling look at the prospect of old age

RECOMMENDED

ROY CLARK
Rockin' In The Country
PRODUCERS Bob Millsap, Rodney Clark
Silver Dollar SD120001

Rollicking Roy demonstrates anew that there is more to him than "Hee Haw" hick with this collection of rock n'roll covers, including such standouts as "Memphis," "Candy Man," "Chantilly Lace," and the seemingly inevitable "Johnny B Goode"

JAZZ

RECOMMENDED

THE DON PULLEN—GEORGE ADAMS QUARTET
Breakthrough
PRODUCER Michael Cuscuna
Blue Note/EMI BT 85122

Long standing association between saxophonist Adams and pianist Pullen pays off on this fine quartet date featuring drummer Dannie Richmond and bassist Cameron Brown Results are very much in the "classic" Blue Note vein

OLIVER LAKE & JUMP UP
Dancevision
PRODUCER David Lee
Blue Heron BLU 70301 1 D

Avant garde saxophonist Lake's reggae funk band excites live, but has never made the translation to vinyl, sluggish third LP is no exception but may get by on name recognition Contact 525 Brannan St., San Francisco, Calif 94107

NEW AND NOTEWORTHY

MARTI JONES
Match Game
PRODUCER Don Dixon
A&M 5138

Second solo album from outstanding vocalist should be the one to ignite a commercial fire With vocal chops honed in the band Color Me Gone, Jones boasts a delivery somewhere between Dusty Springfield and Joni Mitchell Supporting musicians include Marshall Crenshaw, Paul Carrack, T-Bone Burnett and Darlene Love Best tracks include "Just A Memory" and the first single "Chance Of A Lifetime"

GOSPEL

PICKS

THE HINSONS
Greatest Hits
PRODUCER Various
Calvary SPCN 7501840016

One of Southern gospel's premier groups has released a greatest-hits album at a midline price and that combination spells winner The Hinsons continue to write, record, and travel, and this collection provides a nice milestone marker for their career This should gain some new fans for the group as well as satisfy the old ones

CLASSICAL

RECOMMENDED

FRANCK, DEBUSSY, RAVEL VIOLIN SONATAS
Shlomo Mintz, violin Yefim Bronfman piano
Deutsche Grammophon 415 683

Lyrical and sensitive playing, marked by exceptional tonal beauty, but often lacking in the tension and drive others have brought to the more dramatic sections of these works Apt programming is unique in the catalog

BACH SUITES & SONATAS FOR GUITAR AND LUTE
Julian Bream, guitar and lute George Malcolm harpsichord
RCA RCD1 5841 (CD only)

Two long suites transcribed from lute works make up the solo guitar selections while Bream takes lute in hand for the sonatas with the idiomatic keyboard assistance of Malcolm These catalog pickups highly praised in their time, make for an attractive and economical (well over 60 minutes) package that will be welcomed by the large Bream constituency

VIVALDI THE FOUR SEASONS
Jose Luis Garcia, English Chamber Orchestra Slatkin
RCA RCD1 5827

An excellent performance, well-recorded but unlikely to generate much interest at this late date There is just not enough individuality to set it apart from the dozens of versions that crowd dealer shelves

SINGLES

SPOTLIGHT *New releases by established artists; the records most likely to be out-of-the-box hits*
NEW & NOTEWORTHY *Highlights new and developing acts worthy of attention and other releases of special interest*
PICKS *New releases predicted to hit the top 30 of the chart in the format listed*
RECOMMENDED *Records with potential for significant chart action*

Records equally appropriate for more than one format are reviewed in the category with the broadest audience

All singles commercially available in the U.S. are eligible for review
Send singles for review to: Nancy Erlich, Billboard 1515 Broadway New York, N Y 10036
Country singles should be sent to Billboard 14 Music Circle E Nashville, Tenn. 37203

POP

PICKS

PETER GABRIEL In Your Eyes (4 36)
PRODUCERS Peter Gabriel Daniel Lanois Bill Laswell
WRITER Peter Gabriel
PUBLISHERS Cliofine Hidden Pun BMI
Geffen 7 28622 (c o Warner Bros)
Dreamily textured mood piece is some contrast to "Sledgehammer," but the artist's new chart-topper status should ensure acceptance anyway

JOHN FOGERTY Eye Of The Zombie (4 25)
PRODUCER John Fogerty
WRITER J C Fogerty
PUBLISHER Wenaha ASCAP
Warner Bros. 7 28657
A dark, shivery tale for the title track of his new album, Fogerty's been a master of apocalyptic rock'n'roll from as far back as Creedence days

ARCADIA The Flame (4 06)
PRODUCERS Alex Sadkin Arcadia
WRITERS Taylor Rhodes LeBon
PUBLISHER Tritec
Capitol B-5570
Visually oriented rock from the Duran offshoot's second LP. essential difference between the splinter group and its parent remains hard to locate

RECOMMENDED

FIXX Built For The Future (3 44)
PRODUCER Rupert Hine
WRITERS Curnin, West-Oram Woods Greenall Brown
PUBLISHER Colgems-EMI ASCAP
MCA 52902
Precision dance music

BON JOVI You Give Love A Bad Name (3 53)
PRODUCER Bruce Fairbairn
WRITERS J Bon Jovi R Sambora D Child
PUBLISHERS Bon Jovi April Desmobile ASCAP
Mercury 884 953-7 (c o PolyGram)
Hard rock, raspy and aggressive

JOHN EDDIE Stranded (4 10)
PRODUCER Bill Drescher
WRITER J Eddie
PUBLISHER John Eddie
Columbia 38-06277
High-emotion AOR-dance song shows why the New Jersey rocker has been drawing Springsteen comparisons

STABILIZERS One Simple Thing (4 07)
PRODUCER Denny Diante
WRITERS D Christenson R Nevens
PUBLISHERS Still Life Warner Tamerlane BMI
Columbia 38-06262
Arena rock with a cerebral side

R E M Fall On Me (2 49)
PRODUCER Don Gehman
WRITERS Berry Buck Mills Stipe
PUBLISHERS Unichappell Night Garden BMI
I R S 52883 (c o MCA)
Eternal cult band's first venture with a big-name producer is hum worthy and top 40-compatible, though the subliminal stuff is here, too

LIMITED WARRANTY Hit You (3 35)
PRODUCER Brian Tench
WRITERS Brunskill Limited Warranty
PUBLISHER Pink Bat
Atco 7 99510
Stylish, commercial dance-rock by promising Minneapolis group

BONNIE RAITT No Way To Treat A Lady (3 52)
PRODUCERS Bill Payne George Massenburg
WRITERS Bryan Adams Jim Vallance
PUBLISHERS Irving BMI Adams Communications Calypso Toonz PROCAN
Warner Bros. 7 28615
Always a critics' favorite and rarely a chart star Maybe an Adams Vallance rave-up can cure that

BLACK

PICKS

ATLANTIC STARR Armed And Dangerous (3 50)
PRODUCER Maurice White
WRITERS White Page Glenn
PUBLISHERS Golden Torch Sapphire Zomba Martin Page WB Silver Sun ASCAP
Manhattan B-50043 (c o Capitol)
Sophisticated dance music from the film of the same name, jazz inflections and White's audible influence call in echoes of EWF

STACY LATTISAW Nail It To The Wall (4 46)
PRODUCER Jellybean
WRITERS A Roman S B Lunt
PUBLISHERS Jobete ASCAP Perfect Punch BMI
Motown 1859MF (12 inch version also available **Motown 4563MG**)
New label, producer, and tough-lady stance put the old child-prodigy tag to rest and point to career advancement along Janet Jackson lines

RICK JAMES Forever And A Day (4 20)
PRODUCER Rick James
WRITER Rick James
PUBLISHER Stone City ASCAP
Gordy 1862GF (12 inch version also available **Gordy 4565GG**)
The followup to "Sweet And Sexy" swings, sways, and builds a wall of sound synth by synth; same old topic, of course

GAVIN CHRISTOPHER
Back In Your Arms (3 52)
PRODUCERS Carl Sturken Evan Rogers
WRITERS Rogers Sturken Christopher
PUBLISHERS Music Corporation of America Bayjun Beat WB God's Little Publishing Co BMI ASCAP
Manhattan B-50042 (c o Capitol) (12 inch version also available **Manhattan V 56028**)
Sequel to his breakthrough hit comes one step closer to American r&b roots, again, exceptional clarity and sparkle

RECOMMENDED

PAULI CARMAN You Impress Me (3 46)
PRODUCERS Dana Walden Barry Fasman
WRITERS D Walden P Hammond P Carman
PUBLISHERS Zadoch Milka/Paris Jam BMI
Columbia 38-06269
Ex-Champaign vocalist offers mellow, midtempo love song

TEENA MARIE Love Me Down Easy (4 16)
PRODUCER Teena Marie
WRITER Teena Marie
PUBLISHERS April Midnight Magnet ASCAP
Epic 34 06292
Torchy soul ballad

ROCKWELL Grow Up (4 09)
PRODUCERS Rockwell Barry Ashby
WRITERS Rockwell J Cole
PUBLISHER Jobete ASCAP
Motown 1863MI
Bouncy and teen-oriented

E T
Magic In The Air (All Around You Everywhere) (3 59)
PRODUCER E T (Eddie Towns)
WRITER E T (Eddie Towns)
PUBLISHER Tamp BMI
Total Experience TEST 2442 (c o RCA)
Easy-flowing rhythm ballad.

GENERAL KANE Crack Killed Applejack (4 20)
PRODUCERS Mitch McDowell Curtis Anthony Nolen
WRITER M McDowell
PUBLISHER Jobete ASCAP
Gordy 1865GF
Message rhyme's scenario is more cinematic and colorful than the average real-life tragedy

REDD Sexy Girls (4 36)
PRODUCERS Charlie Singleton MM
WRITERS C Singleton MM
PUBLISHERS Wunlun Almo ASCAP
RCA PB 14418 (12 inch version also available **RCA PW 14419**)
Dateline Minneapolis, 1982

BOB JAMES/DAVID SANBORN Maputo (4 34)
PRODUCER Tommy LiPuma
WRITER Marcus Miller
PUBLISHERS Thriller Miller/MCA ASCAP
Warner Bros. 7 28603
AC/jazz instrumental

ROYCE JAVAN What's Your Situation (4 14)
PRODUCERS Jeffrey Steinberg Jeffrey Parsons
WRITERS Lee Ann Atherton Jay Patten
PUBLISHER Wrensong ASCAP
Stallion SR 21A
Smooth Detroit soulman bows with an intimate AC ballad, guitar filigrees by Earl Klugh Contact: 313-851-6244

SPOTLIGHT

POP
CYNDI LAUPER True Colors
Portrait 37 06247 (c o CBS)

TOTO I'll Be Over You
Columbia 38 06280

ROD STEWART Another Heartache
Warner Bros. 7 28631

JOURNEY Girl Can't Help It
Columbia 38 06302

BLACK
RENE AND ANGELA No How, No Way
Mercury 884 972 1 (12 inch single) (c o PolyGram)

COUNTRY
GEORGE STRAIT
It Ain't Cool To Be Crazy About You
MCA 52914

AC
JAMES TAYLOR Only A Dream In Rio
Columbia 38 06278

NEW AND NOTEWORTHY

LUIS CARDENAS Runaway (4 58)
PRODUCER Kim Richards
WRITERS Shannon Crook
PUBLISHER not listed
Allied Artists B 72500 (c o Capitol)
Drummer from the rock group Renegade has a larger claim to fame in the popular video to this solo single, a respectful but modernized take on the Del Shannon oldie

WALTER BEASLEY Back In Love Again (4 57)
PRODUCER Lionel Job
WRITERS William Hagans Lionel Job Walter Beasley
PUBLISHERS Snippets Harrindur
Elektra 7 69522
A pop/jazz/r&h fusion handled with softspoken finesse, singer, multi-instrumentalist, and session artist is an instructor at Boston's Berklee College of Music

GLEN SUTTON I'll Go Steppin' Too (2 57)
PRODUCER Glen Sutton
WRITERS T James W Denny
PUBLISHER APRS-Peer International BMI
Mercury 884 974-7 (c o PolyGram)
A splendid version of the old Flatt & Scruggs standard, high-spirited, stomping bluegrass at its best

RON HOLMES Take A Chance On Love (2 52)
PRODUCER not listed
WRITERS Ron Holmes June Black
PUBLISHERS Sawgrass BMI Sabal ASCAP
Fawn F 706
Impressive merger of a catchy song, on-the-mark singing effort, and smooth, polished production results in a strong and deserving country chart contender Contact 615-320-0182

COUNTRY

PICKS

DOLLY PARTON We Had It All (3 50)
PRODUCER Val Garay
WRITERS Troy Seals Donnie Fritts
PUBLISHER Danor BMI
RCA 5001 7 R
Solid country fare with an effective, no-frills arrangement, as Parton provides a touching and sensitive reading of the old Dobie Gray hit

T GRAHAM BROWN Hell And High Water (3 08)
PRODUCER Bud Logan
WRITERS T Graham Brown A Harvey
PUBLISHERS April Ides Of March Preshus Child ASCAP BMI
Capitol B 5621
Brown comes up with another soulful winner in this sax-tinged promise of loyalty, clean production showcases his sandpapery vocal

RONNIE McDOWELL
When You Hurt I Hurt (3 13)
PRODUCER Buddy Killen
WRITER Ronnie McDowell
PUBLISHERS Tree Strawberry Lane BMI
MCA/Curb 52907
McDowell and producer Killen venture into beach music territory, summery organ chords and syncopated guitar fills make for a good dance number

GENE WATSON Everything I Used To Do (2 28)
PRODUCERS Gene Watson Larry Booth
WRITER E Rowell
PUBLISHERS Jack & Bill Little Wel Ernie Rowell ASCAP
Epic 34 06290
A forlorn theme set to a midtempo rhythm, pained and perfect vocals carry the message home

RECOMMENDED

MARTY HAGGARD Talkin Blue Eyes (3 10)
PRODUCER Billy Strange
WRITERS John Jarrard Charles Quillen
PUBLISHERS Alabama Band Quillsong Dejamus ASCAP
MTM B 72073 (c o Capitol)
A good late-night, last-dance song

DENNIS ROBBINS The First Of Me (3 09)
PRODUCERS Eddie Kilroy Dennis Robbins
WRITERS Dennis Robbins Bob DiPiero John Scott Sherrill
PUBLISHERS Combine Music City ASCAP BMI
MCA 52913
Striding, imperative tone and catchy lyrics

DARRYL AND DON GATLIN
Why Don't We Take This Party Someplace Else (2 49)
PRODUCERS Terry Choate Dennis W Wilson
WRITERS VanHoy Tillis Washington III
PUBLISHERS Unichappell VanHoy Sawgrass Guava BMI SESAC
Capitol B-5625
Throaty duo proposes a party for two, good-time music heard through a country filter

WAYNE MASSEY Give It Back (3 11)
PRODUCERS Steve Davis Dennis Morgan
WRITERS S Davis D Morgan
PUBLISHERS Screen Gems EMI Tommy Little Shop Of Morgansongs BMI
Epic 34 06249
Bouncy tune suggests it is better to give than to receive

CODY MICHAEL Sad Time Of The Night (2 38)
PRODUCER Patty Parker
WRITERS Eric Bach Andrew Wolf
PUBLISHER White Cat ASCAP
Comstock COM 1817
Stark images of loss, set to a woeful steel backing and presented in robust, expressive vocals Contact 913-631-6060

CARLA RIGGS HALL Heartbrakes (2 49)
PRODUCER James Stroud
WRITERS P R Battle Marty Yonts
PUBLISHER Tree BMI
Alpha 4FCR 24886
Good hooks firmly set by earnest vocals

LIZ BOARDO First Time I Saw You (3 40)
PRODUCER Elmer Cole
WRITERS G Shepherd K Harris Birby
PUBLISHER Hall Clement BMI
Belmont 058
Contact 213-466-4171

REBEL LEE Leavin' On Your Mind (2 21)
PRODUCER Glenn Rieuff
WRITERS M Walker W Pierce
PUBLISHER Cedarwood BMI
Desuration DR 202
Polished vocal and smooth production make the most of this torch song Contact 615-244-1027

DANCE

PICKS

TINA TURNER Typical Male (7 07)
PRODUCER Terry Britten
WRITERS T Britten G Lyle
PUBLISHERS Myaxe Almo PRS ASCAP
Capitol V 15249 (12 inch single 7 inch reviewed Aug 23)

RECOMMENDED

LIONEL RICHIE Dancing On The Ceiling (7 18)
PRODUCERS Lionel Richie James Anthony Carmichael
WRITERS L Richie C Rios M Frenchik
PUBLISHER Brockman ASCAP
Motown 4564MG (12 inch single 7 inch reviewed July 19)

RODNEY FRANKLIN
Look What's Showing Through (6 50)
PRODUCERS Michel Colombier Rodney Franklin
WRITER E Schwartz
PUBLISHER Blackwood BMI
Columbia AA 05929 (12 inch single 7 inch reviewed July 12)

CAROL HAHN Your Love (Is All I Need) (5 57)
PRODUCERS Carole Hahn Jeff Sullivan
WRITERS Hahn Sullivan Bauers
PUBLISHERS Cub Grubber BMI Bauers ASCAP
Wide Angle TTW 8680 (12 inch single)
Rich voiced pop alto fronts quick-paced Latin-synth production Contact 612-870-4933

MINK What Does It Take (5 20)
PRODUCER R Rimbra
WRITERS S Mathews G Gale R Siepak
PUBLISHER Magoser ASCAP
Sound Pak R 1058 (12 inch single)
Stark, echo-laden disco track conjures an eerie atmosphere Contact. 312-663-1370

OCTAVIA 2 The Limit (5 25)
PRODUCER Kenny Beck
WRITER K Beck
PUBLISHER Baby Beck ASCAP
Pow Wow WOW 415 (12 inch single)
R&b girl-group approach with heavy disco bass Label based in New York.

KANO I'm Ready (6 14)
PRODUCER Luigi Figini
WRITERS S Pulga L Nenzani M Bonsanto
PUBLISHER Emergency ASCAP
Emergency GS-511 (12 inch single)
Sharp Euro-disco track builds up some real musical momentum Contact. 212-777-3200

POWER OF ATTORNEY
He Is My Lawyer (timing not listed)
PRODUCERS Richard Golub Dan Weiss
WRITERS Richard Golub Lisa Nardi
PUBLISHERS Golub BMI Notable ASCAP
Rock Dream ROR 002 (12 inch single)
A hi-NRG shedunnit/hedunnit Contact. 212-315-3335

AC

PICKS

CHRIS THOMPSON What A Woman Wants (3 44)
PRODUCERS Phil Galdston John Van Tongeren
WRITER Henry Gaffney
PUBLISHERS Zander Jonathon Three Martin Bandier Gary Klein Charles Koppelman BMI
Atlantic 7 89368
Feather-light beat ballad, for dancing on clouds. Thompson was lead singer of Manfred Mann's Earth Band in its "Blinded By The Light" days

Billboard. TOP POP ALBUMS™

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Compiled from a national sample of retail store, one stop and rack sales reports

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST / LABEL & NUMBER (DISTRIBUTING LABEL (SUG. LIST PRICE)*	TITLE
				★ ★ NO. 1 ★ ★	
1	1	1	7	**MADONNA** SIRE 25442 (WARNER BROS. (9.98) (CD) — 3 weeks at No. One	TRUE BLUE
2	2	2	13	**SOUNDTRACK** ▲ (COLUMBIA SC 40323 (CD)	TOP GUN
3	4	4	10	**GENESIS** ▲ ATLANTIC 81641 (9.98) (CD)	INVISIBLE TOUCH
4	5	6	6	**DAVID LEE ROTH** WARNER BROS. 25470 (8.98) (CD)	EAT 'EM AND SMILE
5	3	3	12	**PETER GABRIEL** ● (GEFFEN GHS 24088 (WARNER BROS.) (8.98) (CD)	SO
6	7	9	12	**RUN-D.M.C.** ▲ PROFILE 1217 (8.98)	RAISING HELL
7	8	13	7	**STEVE WINWOOD** ISLAND 25940 (WARNER BROS. (8.98) (CD)	BACK IN THE HIGHLIFE
8	6	5	26	**JANET JACKSON** ▲² A&M SP 5106 (8.98) (CD)	CONTROL
9	9	7	16	**BILLY OCEAN** ▲ JIVE/ZILB 8409 (ARISTA (8.98) (CD)	LOVE ZONE
10	10	12	7	**WHAM!** COLUMBIA OC 40285 (CD)	MUSIC FROM THE EDGE OF HEAVEN
11	10	10	3	**BILLY JOEL** COLUMBIA OC 40402 (CD)	THE BRIDGE
12	10	6	10	**PATTI LABELLE** ▲ MCA 5737 (8.98) (CD)	WINNER IN YOU
13	10	10	10	**WHITNEY HOUSTON** ▲⁵ ARISTA AL8 8212 (8.98) (CD)	WHITNEY HOUSTON
14	10	10	16	**VAN HALEN** ▲² WARNER BROS. 25294 (8.98) (CD)	5150
15	16	16	16	**THE MOODY BLUES** ● POLYDOR 829179-1 (POLYGRAM (9.98) (CD)	THE OTHER SIDE OF LIFE
16	10	10	20	**BOB SEGER & THE SILVER BULLET BAND** ▲ CAPITOL PJ 12398 (8.98) (CD)	LIKE A ROCK
17	10	10	10	**BELINDA CARLISLE** (IRS 5741 (MCA (8.98) (CD)	BELINDA CARLISLE
18	33	29	4	**EURYTHMICS** RCA AFL1 5847 (9.98) (CD)	REVENGE
19	10	16	30	**THE OUTFIELD** ▲ COLUMBIA BFC 40027 (CD)	PLAY DEEP
20	10	10	6	**SOUNDTRACK** EPIC SE 40398 (CD)	RUTHLESS PEOPLE
21	NEW▶		3	**LIONEL RICHIE** MOTOWN 6158ML (9.98)	DANCING ON THE CEILING
22	10	10	16	**THE FABULOUS THUNDERBIRDS** ● CBS ASSOCIATED BFZ 40304 (EPIC (CD)	TUFF ENUFF
23	20	20	16	**38 SPECIAL** ● A&M SP 5115 (8.98) (CD)	STRENGTH IN NUMBERS
24	27	35	6	**THE MONKEES** ARISTA AL9 8432 (9.98) — THEN & NOW	THE BEST OF THE MONKEES
25	31	56	3	**BANANARAMA** LONDON 828 013-1 (POLYGRAM (8.98)	TRUE CONFESSIONS
26	23	20	6	**PETER CETERA** WARNER BROS. 25474 (8.98)	SOLITUDE/SOLITAIRE
27	29	30	10	**JEFFREY OSBORNE** A&M SP 5103 (8.98) (CD)	EMOTIONAL
28	21	18	10	**GTR** ● ARISTA AL8 8400 (8.98) (CD)	GTR
29	39	18	6	**CINDERELLA** MERCURY 830076-1 (POLYGRAM (8.98)	NIGHT SONGS
30	34	40	41	**MIAMI SOUND MACHINE** ● EPIC BFC 40131 (CD)	PRIMITIVE LOVE
31	29	28	8	**ROD STEWART** WARNER BROS. 25446 (8.98) (CD)	ROD STEWART
32	20	18	20	**PET SHOP BOYS** ● EMI AMERICA PW 17193 (8.98) (CD)	PLEASE
33	30	31	16	**AC/DC** ATLANTIC 81650 (9.98) (CD)	WHO MADE WHO
34	35	30	18	**JERMAINE STEWART** ARISTA 10 ALB 8395 (ARISTA (8.98)	FRANTIC ROMANTIC
35	36	39	8	**SOUNDTRACK** UNITED ARTISTS SW 40414	KARATE KID PART II
36	32	22	20	**SIMPLY RED** ● ELEKTRA 60452 (8.98) (CD)	PICTURE BOOK
37	29	23	12	**EMERSON, LAKE & POWELL** POLYDOR 829297-1 (POLYGRAM (9.98) (CD)	EMERSON, LAKE, & POWELL
38	30	25	17	**JOURNEY** ▲ COLUMBIA OC 39936 (CD)	RAISED ON RADIO
39	37	27	60	**HEART** ▲³ CAPITOL ST 12410 (9.98) (CD)	HEART
40	44	33	12	**EL DEBARGE** GORDY 6181 GL (MOTOWN (9.98) (CD)	EL DEBARGE
41	41	36	51	**JOHN COUGAR MELLENCAMP** ▲² RIVA RZA 865-1 (POLYGRAM (8.98) (CD)	SCARECROW
42	45	48	5	**QUIET RIOT** PASHA OZ 40371 (EPIC (CD)	QUIET RIOT III
43	43	50	9	**SOUNDTRACK** MCA 6169 (9.98)	RUNNING SCARED
44	40	32	22	**THE JETS** MCA 5667 (8.98) (CD)	THE JETS
45	60	—	2	**R.E.M.** (IRS 5783 (MCA (8.98) (CD)	LIFE'S RICH PAGEANT
46	50	51	20	**ANITA BAKER** ● ELEKTRA 60444 (8.98) (CD)	RAPTURE
47	47	47	6	**QUEENSRYCHE** EMI AMERICA ST 17197 (8.98)	RAGE FOR ORDER
48	48	53	12	**THE CURE** (ELEKTRA 60477 (WARNER BROS. (8.98) (CD)	STANDING ON THE BEACH
49	49	42	41	**ROBERT PALMER** ● (SLAND 90471 (ATLANTIC (8.98) (CD)	RIPTIDE
50	42	35	11	**THE BLOW MONKEYS** RCA AFL1 5899 (A&M) (8.98) (CD)	ANIMAL MAGIC
51	58	79	6	**DOUBLE** A&M SP 5133 (8.98) (CD)	BLUE
52	51	44	14	**NU SHOOZ** ATLANTIC 81647 (8.98) (CD)	POOLSIDE
53	56	45	16	**WHOOINI** ● JIVE/RB 8407 (ARISTA) (8.98)	BACK IN BLACK
54	38	34	12	**THE FIXX** MCA 5705 (8.98) (CD)	WALKABOUT
55	53	54	5	**BOB DYLAN** (COLUMBIA OC 40939 (CD)	KNOCKED OUT LOADED
56	59	60	11	**BRUCE HORNSBY & THE RANGE** RCA (NFL) 8058 (6.98) (CD)	THE WAY IT IS
57	57	58	41	**MIKE & THE MECHANICS** ● ATLANTIC 81287 (8.98) (CD)	MIKE & THE MECHANICS
58	61	83	3	**NEIL YOUNG** GEFFEN GHS 24109 (WARNER BROS. (8.98)	LANDING ON WATER
59	52	41	15	**NEIL DIAMOND** ● (COLUMBIA OC 40368 (CD)	HEADED FOR THE FUTURE
60	81	—	2	**GEORGE THOROGOOD AND THE DESTROYERS** EMI AMERICA ST 17214 (8.98)	LIVE
61	63	62	42	**ZZ TOP** ▲³ WARNER BROS. 25342 (9.98) (CD)	AFTERBURNER
62	62	59	7	**BIG COUNTRY** MERCURY 826844-1 (POLYGRAM (8.98) (CD)	THE SEER
63	54	43	20	**PRINCE & THE REVOLUTION** ▲ PAISLEY PARK 25395 (WARNER BROS. (9.98) (CD)	PARADE
64	55	55	15	**ICEHOUSE** CHRYSALIS FV 41527 (CD)	MEASURE FOR MEASURE
65	72	78	7	**GLASS TIGER** MANHATTAN ST 53032 (EMI AMERICA (8.98)	THIN RED LINE
66	65	57	24	**LEVEL 42** POLYDOR 827 487-1 (POLYGRAM) (8.98) (CD)	WORLD MACHINE
67	64	63	24	**JACKSON BROWNE** ● ASYLUM 60457 (ELEKTRA (8.98) (CD)	LIVES IN THE BALANCE
68	67	65	78	**PHIL COLLINS** ▲⁵ ATLANTIC 81240 (9.98) (CD)	NO JACKET REQUIRED
69	46	46	7	**QUEEN** CAPITOL SMAS 12476 (8.98) (CD)	A KIND OF MAGIC
70	88	99	3	**VAN MORRISON** MERCURY 830077-1 (POLYGRAM (8.98)	NO GURU, NO METHOD, NO TEACHER
71	69	66	12	**BOB JAMES/DAVID SANBORN** WARNER BROS. 25393 (8.98) (CD)	DOUBLE VISION
72	89	—	2	**CHAKA KHAN** (WARNER BROS. 25425 (8.98) (CD)	DESTINY
73	78	82	5	**ANDREAS VOLLENWEIDER** CBS MASTERWORKS FM 42255 (EPIC) (CD)	DOWN TO THE MOON
74	77	77	6	**SOUNDTRACK** EMI AMERICA SV 17210 (9.98)	ABOUT LAST NIGHT
75	75	81	44	**INXS** ● ATLANTIC 81277 (8.98) (CD)	LISTEN LIKE THIEVES
76	76	76	8	**SPYRO GYRA** MCA 5753 (8.98) (CD)	BREAKOUT
77	70	71	7	**THE SMITHS** SIRE 25426 (WARNER BROS. (8.98)	THE QUEEN IS DEAD
78	80	75	18	**THE ART OF NOISE** CHRYSALIS BFV 41528 (CD)	IN VISIBLE SILENCE
79	66	64	21	**JUDAS PRIEST** ● COLUMBIA OC 40158 (CD)	TURBO
80	68	70	9	**JOAN ARMATRADING** A&M SP 5130 (8.98) (CD)	SLEIGHT OF HAND
81	82	84	65	**DIRE STRAITS** ▲⁵ WARNER BROS. 25264 (8.98) (CD)	BROTHERS IN ARMS
82	73	73	8	**DEVICE** CHRYSALIS BFV 41526 (CD)	2283
83	71	67	31	**BANGLES** ● COLUMBIA BFC 40039 (CD)	DIFFERENT LIGHT
84	NEW▶		1	**EDDIE MONEY** COLUMBIA FC 40096 (CD)	CAN'T HOLD BACK
85	90	92	7	**RANDY TRAVIS** WARNER BROS. 25935 (9.98)	STORMS OF LIFE
86	74	74	9	**GAVIN CHRISTOPHER** MANHATTAN ST 53026 (CAPITOL (8.98)	ONE STEP CLOSER
87	79	72	11	**BOYS DON'T CRY** PROFILE PRO 1218 (8.98)	BOYS DON'T CRY
88	95	119	4	**MISSING PERSONS** CAPITOL ST 12065 (8.98)	COLOR IN YOUR LIFE
89	86	87	37	**DOKKEN** ● ELEKTRA 60458 (8.98) (CD)	UNDER LOCK AND KEY
90	84	69	15	**LOU REED** RCA AFL1 7190 (8.98) (CD)	MISTRIAL
91	85	85	15	**THE S.O.S. BAND** TABU FZ 40278 (EPIC (CD)	SANDS OF TIME
92	83	80	21	**THE ROLLING STONES** ▲ COLUMBIA OC 40250 (CD)	DIRTY WORK
93	93	95	7	**HANK WILLIAMS, JR.** WARNER/CURB 25412 (WARNER BROS. (8.98) (CD)	MONTANA CAFE
94	97	97	25	**HONEYMOON SUITE** WARNER BROS. 25293 (8.98) (CD)	THE BIG PRIZE
95	133	—	2	**CARL ANDERSON** EPIC 40410	CARL ANDERSON
96	98	103	6	**THE BEACH BOYS** CAPITOL STBR-12396 (8.98)	MADE IN THE U.S.A.
97	92	89	29	**OZZY OSBOURNE** ▲ CBS ASSOCIATED FZ 40026 (EPIC (CD)	THE ULTIMATE SIN
98	91	91	9	**SOUNDTRACK** ATLANTIC 81661 (9.98)	AMERICAN ANTHEM
99	101	104	20	**DWIGHT YOAKAM** REPRISE 25372 (WARNER BROS.) (8.98) (CD)	GUITARS, CADILLACS, ETC., ETC.
100	96	90	37	**SADE** ▲² PORTRAIT FR 40763 (EPIC (CD)	PROMISE
101	87	61	11	**BILL COSBY** GEFFEN GHS 24104 (WARNER BROS. (8.98)	FOR THOSE OF YOU WITH OR WITHOUT CHILDREN
102	94	86	18	**HOWARD JONES** ELEKTRA 60466 (6.98)	ACTION REPLAY
103	100	101	12	**MIDNIGHT STAR** SOLAR 60454 (ELEKTRA (8.98) (CD)	HEADLINES
104	122	124	5	**THE TEMPTATIONS** GORDY 6207G (MOTOWN) (8.98)	TO BE CONTINUED
105	105	109	5	**PIECES OF A DREAM** (PER (MANHATTAN ST 53023 (EMI-AMERICA (8.98)	JOYRIDE
106	110	107	23	**METALLICA** ELEKTRA 60439 (8.98) (CD)	MASTER OF PUPPETS
107	NEW▶		1	**UB40** A&M SP 5137 (8.98)	RAT IN THE KITCHEN
108	108	93	10	**JEAN BEAUVOIR** COLUMBIA BFC 40903 (CD)	DRUMS ALONG THE MOHAWK
109	126	139	3	**THE MONKEES** RHINO RNLP 70140 (8.98)	THE MONKEES

◯ Albums with the greatest sales gains this week. (CD) Compact Disc available. ● Recording Industry Assn. Of America (RIAA) certification for sales of 500,000 units. ▲ RIAA certification for sales of one million units, with each additional million indicated by a numeral following the symbol. *CBS Records does not issue a suggested list price for its product.

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BANANARAMA TELLS ALL!!!

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"A TRICK OF THE NIGHT!"
"READY OR NOT!"
"DANCE WITH A STRANGER"
*"MORE THAN PHYSICAL!"
AND EVERYBODY'S TRUE CONFESSION,
"HOOKED ON LOVE!"

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"DEEP SEA SKIVING!!"

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...newsline...

A FINAL CONSENT ORDER was signed Aug. 13 by Magistrate Michael H. Dolinger of the U.S. District Court in New York approving the local station blanket and per-program license agreements negotiated between ASCAP and the All-Industry Radio Music License Committee (Billboard, Aug. 9). The new arrangement includes an increase of about 7.5% in fees paid to ASCAP and simplified reporting for stations.

THINGS ARE LOOKING UP, AGAIN: Lionel Richie's music video for his new single, "Dancing On The Ceiling," was directed by Stanley Donen, who knows something about giving life to the title. A director of such musical classics as "Singing In The Rain" and "Royal Wedding," Donen had 1951's "Royal Wedding" star Fred Astaire do a ceiling routine—and Lionel repeats the same trick.

A JACK WALDMAN MEMORIAL SCHOLARSHIP FUND has been established at Metuchen (N.J.) High School to honor the late keyboardist/writer/arranger/producer, a graduate of the school who died recently at age 33. Tax-deductible contributions to the fund can be sent to Edward Logue, Metuchen High School, 400 Grove Ave., Metuchen, N.J. 08840.

Calendar

Weekly calendar of trade shows, conventions, award shows, seminars, and other notable events. Send information to Calendar, Billboard, 1515 Broadway, New York, N.Y. 10036

SEPTEMBER

Sept. 4-7, **JazzTimes Magazine Convention**, Roosevelt Hotel, New York. 301-588-4114.

Sept. 6-7, **10th Anniversary Russian River Jazz Festival**, Midway Beach, Guerneville, Calif. Nancy Walton, 707-887-7720.

Sept. 9, **Broadcast Music Inc. (BMI) Million-Air Awards**, Le Bel Age Hotel, Los Angeles, Calif. 212-586-2000.

Sept. 9, **Country Music Association (CMA) Regional Roundtable**, Airport Marriott, Dallas-Ft. Worth, Texas. 615-244-2840.

Sept. 10-13, **National Assn. Of Broadcasters/National Assn. Radio Broadcasters: Radio '86**, New Orleans. 202-429-5300.

Sept. 10-14, **National Radio Broadcasters Assn. (NRBA) Convention**, New Orleans. 202-466-2030.

Sept. 13-14, **11th Annual San Francisco Blues Festival**, San Francisco. 415-864-2333.

Sept. 14-21, **Eighth Annual Georgia Music Festival**, Atlanta. Reba Lacks, 404-656-6612.

Sept. 17-20, **Contemporary Music Conference**, Union Square Hyatt, San Francisco. 415-543-8468.

Sept. 19, **Legal And Business Aspects Of The Music Industry—1986**, Marquette Hotel, Minneapolis, Minn. 312-988-5580.

Sept. 19-24, **1986 International Broadcasting Convention (IBC '86)**, Brighton, England. Tom Webb, 212-593-2258.

Sept. 22-25, **Seventh Annual Nebraska Videodisc Symposium**, University Of Nebraska, Lincoln, Neb. 402-472-3611.

Sept. 23-25, **1986 Great Lakes Cable Expo**, Columbus, Ohio. Dan Helmick, Dixie Russell, 614-461-4014.

Sept. 27, **Women Celebrate Music**, Union Square Park, New York. Laura Abrams, 718-347-7757.

Sept. 27, **Nashville Songwriters Assn. International Seminar**, Marriott Hotel, Chicago. Robert Bacon, 312-664-4440, Ext. 413.

Sept. 28-30, **Sponsorship In The Entertainment And Leisure Industry**, Sands Hotel, Atlantic City, N.J. Gina DiPiero, Delia Thompson, 615-748-8120.

Sept. 29-30, **1986 Rocky Mountain Film & Video Expo**, Regency Hotel, Denver. Mark Frost, 303-534-4040.

OCTOBER

Oct. 1-3, **National Association Of Black Owned Broadcasters (NABOB) 10th Annual Fall Broadcast Management Conference**, Sheraton Grand Hotel, Washington, D.C. Lynne Taylor, 202-463-8970.

Oct. 1-5, **Black Music Assn. Eighth Annual Conference**, Fountainbleau Hilton, Miami Beach, Fla. 215-545-8600.

Oct. 9-10, **National Assn. Of Recording Merchandisers (NARM)**, Operations Conference, Los Angeles. 609-424-7117.

Oct. 11-12, **Talent Buyers Entertainment Marketplace**, Sheraton Music City, Nashville. 615-244-2840.

Lifelines

BIRTHS

Girl, Tyler Paige, to **Allan** and **Karen Rider**, July 29 in Los Angeles. He is general manager of Almo Irving Music Publishing there.

Girl, Lucy Marie, to **Paul** and **Helen Atkinson**, Aug. 4 in Santa Monica, Calif. He is vice president of West Coast a&r at RCA Records.

Girl, Shelsea, to **Alto** and **Monica Reed**, Aug. 11 in Hollywood, Fla. He is the saxophone player in Bob Seger & the Silver Bullet Band.

MARRIAGES

Barry Sanders to **Betty Rogers**, July 26 in Nashville. He is an independent engineer. She is with Chuck Flood and Associates.

Mark Wexler to **Denice Mulkey**, Aug. 16 in New York. He is director of marketing for GRP Records. She is AOR promotion coordinator for RCA Records.

DEATHS

Tarquin "T.Q." Featherstonshaw, of an AIDS-related illness, July 24 in Los Angeles. Featherstonshaw was owner/director of Resource Record Pool. In lieu of flowers, his associates have asked that memorial contributions be made to the Aids Project of Los Angeles, 7362 Santa Monica Blvd., West Hollywood, Calif. 90046.

Irene Williams, after an extended illness, Aug. 13 in Nashville. She was mother of Frances W. Preston, BMI president and chief executive officer. Survivors include her husband, Beauman; her daughter, and a son, Doug.

Nini Finkelstein Crangle, 49, following a lengthy illness, Aug. 14 in Hollywood. She was director of national publicity for the Harlem Globetrotters. She is survived by her husband, Thomas, her mother; and two sisters.

John Hurley, 45, of liver failure and brain hemorrhage, Aug. 16 in Nashville. The author of such songs as "Son Of A Preacherman" and "Love Of The Common People" was an artist for RCA Records and Bell Records. Survivors include his wife, Larri Grove; two daughters, five sons; five stepchildren; a sister, and six grandchildren.

New Companies

Chuck Eastman Promotions, formed by Chuck Eastman. The promotion/management company will serve as the parent company for Tennessee Train Music and Chuck Eastman Music publishing companies and for Superstars Photo Specialties. 38 Music Square E., Suite 211, Nashville, Tenn. 37203; 615-726-0206.

Virgin Image, a production company, formed by John Williams and Tom Tercek. The company will make British directors available to American advertising clients. Directors include Christopher Robin, Arno & Innocenti, Tim Pope, Steve Hilliker, and One Point Five. 136 E. 65th St., New York, N.Y. 10021; 212-517-4334.

EXECUTIVE TURNTABLE

(Continued from page 8)

public relations specialist in Roslyn, N.Y. He was manager of the company's Walt Whitman Mall store.

HOME VIDEO. RCA/Columbia Pictures Home Video in Burbank, Calif., promotes **Richard Pinson** to the newly created post of vice president of sales. He was director of that area.

Joseph Petrone is named director of sales for Prism Entertainment in Los Angeles. He was upped from national sales manager. Also, **Arlene Kato** and **Tony Salvo** join as staff designers.

PRO AUDIO/VIDEO. Linda Greenblatt joins the Record Plant in Los Angeles as studio manager. She has a background in film and video production.

Maria Grasso and **Dennis Puccio** are promoted to assistant advertising manager and assistant marketing services manager, respectively, for the Konica Professional and Consumer Products Division of Konica USA in Englewood Cliffs, N.J. Grasso was coordinator of advertising and promotions. Puccio was national products and p-o-p coordinator.

Martin Glenday is appointed vice president and executive producer of Moxie Media, a newly formed video and film production company in New Orleans.

TRADE GROUPS. John Bettis is elected board chairman of the National Academy of Songwriters in Los Angeles. He is a noted lyricist and composer.

RELATED FIELDS. MTV Networks in New York makes the following appointments: **Karen Kohl**, director of business operations, **Karen Fischel**, director of research, **Jeanne Cassidy**, manager of media services, press, and public affairs, **Judy Levin**, manager of affiliate/marketing publicity, press, and public affairs, and **David Newman**, manager of press information, press, and public affairs.

Susan K. Stewart is named to the newly created post of director of promotion for Jensen Communications in Los Angeles. She was director of marketing for Success Alliance.

Bruce A. Buwen becomes Eastern regional sales manager for the Minneapolis, Minn.-based Geneva Group, a manufacturer of audio and video accessories.

Bands Across The Sea, an international management firm, promotes **Evan Hosie** to senior vice president of marketing.

FOR THE RECORD

Headline International Talent is not the exclusive booker of Ethel & the Shameless Hussies, as stated in the Aug. 16 issue of Billboard. Marv Dennis & Associates also books the act.

In the Aug. 16 and 23 Gospel Lectern columns, Pam Mark Hall's name was misspelled. Billboard regrets the error.

Spotlight On HORROR/SCI-FI
ISSUE DATE OCTOBER 4 AD DEADLINE SEPTEMBER 9
BOOOOOO

Billboard. TOP POP ALBUMS™ continued

THIS WEEK	LAST WEEK	2 WKS AGO	WKS ON CHART	ARTIST LABEL & NUMBER (DISTRIBUTING LABEL) (SUG. LIST PRICE)*	TITLE
110	134	143	3	**THE MONKEES** RHINO RNLP 70142 (8.98)	MORE OF THE MONKEES
111	109	100	10	**JIMMY BUFFETT** MCA 5730 (8.98)	FLORIDAYS
112	107	94	53	**MR. MISTER** ▲ RCA AHL1 7180 (8.98) (CD)	WELCOME TO THE REAL WORLD
113	99	96	9	**TEENA MARIE** EPIC FE 40318 (CD)	EMERALD CITY
114	121	106	61	**RENE & ANGELA** ● MERCURY 824 607 1M1 (POLYGRAM) (8.98) (CD)	STREET CALLED DESIRE
115	103	105	11	**JOHN EDDIE** COLUMBIA BFC 40181 (CD)	JOHN EDDIE
116	106	88	20	**JOE JACKSON** A&M SP 6021 (9.98) (CD)	BIG WORLD
117	102	123	12	**ROB JUNGKLAS** MANHATTAN ST 53017 (MCA/AMERICA) (8.98)	CLOSER TO THE FLAME
118	104	98	39	**NEW EDITION** ▲ MCA 5679 (8.98) (CD)	ALL FOR LOVE
119	112	116	5	**TOM COCHRANE & RED RIDER** CAPITOL ST 12384 (8.98)	TOM COCHRANE & RED RIDER
120	128	131	7	**ISLE OF MAN** PASHA BFZ 40319 (EPIC) (8.98)	ISLE OF MAN
121	120	113	67	**THE HOOTERS** ▲ COLUMBIA BFC 39912 (CD)	NERVOUS NIGHT
122	118	110	10	**DIO** WARNER BROS. 25443 (9.98)	INTERMISSION
123	129	195	3	**GREAT WHITE** CAPITOL ST 12525 (8.98)	SHOT IN THE DARK
124	124	130	4	**BOOGIE BOYS** CAPITOL SF 12488 (8.98)	SURVIVAL OF THE FRESHEST
125	113	108	27	**ALABAMA** ▲ RCA AHL1 7170 (8.98) (CD)	GREATEST HITS
126	172	—	2	**SIGUE SIGUE SPUTNIK** MANHATTAN ST 53033 (MCA/AMERICA) (8.98)	FLAUNT IT
127	157	160	3	**THE MONKEES** RHINO RNLP 70143 (8.98)	HEADQUARTERS
128	148	175	3	**DAVID & DAVID** A&M SP 65134 (6.98)	BOOMTOWN
129	123	111	15	**THE FAT BOYS** SUTRA SUS 1017 (8.98)	BIG & BEAUTIFUL
130	131	115	13	**BODEANS** WARNER BROS. 25403 (8.98)	LOVE & HOPE & SEX & DREAMS
131	171	—	2	**STRYPER** ENIGMA ST 73207 (CAPITOL) (8.98)	THE YELLOW AND BLACK ATTACK
132	132	134	6	**POISON** ENIGMA ST 12523 (CAPITOL) (8.98)	LOOK WHAT THE CAT DRAGGED IN
133	116	122	30	**MELI'SA MORGAN** CAPITOL ST 12434 (8.98)	DO ME BABY
134	130	127	115	**BRUCE SPRINGSTEEN** ▲10 COLUMBIA QC 38653 (CD)	BORN IN THE U.S.A.
135	127	120	46	**STEVIE WONDER** ▲2 TAMLA 6134TL (MOTOWN) (9.98) (CD)	IN SQUARE CIRCLE
136	160	—	2	**SHIRLEY JONES** PIR (MANHATTAN) ST 53031 (MCA/AMERICA) (8.98)	ALWAYS IN THE MOOD
137	137	127	75	**TEARS FOR FEARS** ▲4 MERCURY 824 300 (POLYGRAM) (8.98) (CD)	SONGS FROM THE BIG CHAIR
138	NEW▶		2	**BONNIE RAITT** WARNER BROS. 25486 (8.98)	NINE LIVES
139	139	142	42	**THE JUDDS** ● RCA CURB AHL1 7042 (RCA) (8.98)	ROCKIN' WITH THE RHYTHM
140	154	177	3	**THE MONKEES** RHINO RNLP 70141 (8.98)	PISCES, AQUARIUS, CAPRICORN, AND JONES LTD
141	144	170	3	**THE SMITHEREENS** ENIGMA ST 73208 (CAPITOL) (8.98)	ESPECIALLY FOR YOU
142	142	138	33	**STRYPER** ENIGMA ST 73207 (CAPITOL) (8.98) (CD)	SOLDIERS UNDER COMMAND
143	143	146	6	**BRUCE COCKBURN** MCA GOLD MOUNTAIN 5772 (MCA) (8.98)	WORLD OF WONDERS
144	111	117	46	**HIROSHIMA** EPIC BFC 39938 (CD)	ANOTHER PLACE
145	146	149	176	**ZZ TOP** ▲5 WARNER BROS. 1 23774 (8.98) (CD)	ELIMINATOR
146	111	68	2	**SOUNDTRACK** EMI AMERICA SV 17206 (9.98)	LABYRINTH
147	111	115	6	**SHADOWFAX** WINDHAM HILL WH 1051 (A&M) (9.98) (CD)	TOO FAR TO WHISPER
148	138	128	2	**UTFO** SELECT SEL 21616 (8.98)	SKEEZER PLEEZER
149	149	128	92	**MADONNA** ▲6 SIRE 25157 1 (WARNER BROS.) (8.98) (CD)	LIKE A VIRGIN
150	115	112	3	**RICK JAMES** GORDY 6185 GL (MOTOWN) (8.98) (CD)	THE FLAG
151	115	126	48	**STARSHIP** ▲ GRUNT BALL 5488 (RCA) (8.98) (CD)	KNEE DEEP IN THE HOOPLA
152	138	135	19	**DEPECHE MODE** SIRE 25429 (WARNER BROS.) (8.98)	BLACK CELEBRATION
152	136	136	150	**SOUNDTRACK** ▲2 MOTOWN 6062ML (8.98) (CD)	THE BIG CHILL
154	159	148	61	**TALKING HEADS** ▲ SIRE 25305 (WARNER BROS.) (8.98) (CD)	LITTLE CREATURES
155	140	140	14	**LOUDNESS** ATCO 90512 (ATLANTIC) (8.98)	LIGHTNING STRIKES
156	NEW▶		1	**FULL FORCE** COLUMBIA BFC 40395	GET BUSY 1 TIME
157	155	138	60	**MOTLEY CRUE** ▲3 ELEKTRA 60434 (9.98) (CD)	THEATRE OF PAIN
158	NEW▶		1	**GWEN GUTHRIE** POLYDOR 829512 1 (POLYGRAM) (8.98)	GOOD TO GO LOVER
159	161	153	157	**MADONNA** ▲2 SIRE 1 25462 (WARNER BROS.) (8.98) (CD)	MADONNA
160	151	155	639	**PINK FLOYD** ● HARVEST SMAS 11163 (CAPITOL) (9.98) (CD)	DARK SIDE OF THE MOON
161	166	121	7	**CON FUNK SHUN** MERCURY 826963 1 (POLYGRAM) (8.98) (CD)	BURNIN' LOVE
162	162	169	102	**TALKING HEADS** ▲ SIRE 1 25186 (WARNER BROS.) (8.98) (CD)	STOP MAKING SENSE
163	150	151	149	**PHIL COLLINS** ▲2 ATLANTIC SD16029 (8.98) (CD)	FACE VALUE
164	163	164	34	**L.L. COOL J** ● COLUMBIA BFC 40039 (CD)	RADIO
165	135	135	8	**THE BEAT FARMERS** MCA CURB 5759 (MCA) (8.98)	VAN GO
166	168	168	4	**GORDON LIGHTFOOT** WARNER BROS. 25462 (8.98)	EAST OF MIDNIGHT
167	141	129	26	**THE CALL** ELEKTRA 60440 (8.98) (CD)	RECONCILED
168	170	154	80	**SADE** ▲ PORTRAIT BFR 39581 (EPIC) (CD)	DIAMOND LIFE
169	173	152	15	**JONATHAN BUTLER** JIVE JLB 8408 (RCA) (8.98) (CD)	INTRODUCING JONATHAN BUTLER
170	156	137	18	**JEAN-MICHEL JARRE** POLYDOR DREYFUS 829125 1 (POLYGRAM) (9.98) (CD)	RENDEZ-VOUS
171	165	141	6	**SOUNDTRACK** COLUMBIA SC 40804	CLUB PARADISE
172	167	167	143	**U2** ▲ ISLAND 90127 (ATLANTIC) (8.98) (CD)	UNDER A BLOOD RED SKY
173	145	114	11	**CLASS OF '55** AMERICA SMASH 830002 1 (POLYGRAM) (8.98) (CD)	CLASS OF '55
174	119	102	18	**MODELS** GEFFEN GHS 24100 (WARNER BROS.) (8.98)	OUT OF MIND OUT OF SIGHT
175	NEW▶		1	**EARL KLUGH** WARNER BROS. 25478 (8.98)	LIFE STORIES
176	176	156	16	**DIANA ROSS & THE SUPREMES** MOTOWN 5381 ML3 (10.98)	25TH ANNIVERSARY
177	183	165	147	**LIONEL RICHIE** ▲7 MOTOWN 6059 ML (8.98) (CD)	CAN'T SLOW DOWN
178	NEW▶		1	**THE DAZZ BAND** GEFFEN GHS 24110 (WARNER BROS.) (8.98)	WILD AND FREE
179	158	166	11	**THE CHURCH** WARNER BROS. 25370 (8.98)	HEYDEY
180	180	189	4	**CACTUS WORLD NEWS** MCA 5787 (8.98)	URBAN BEACHES
181	189	184	137	**PHIL COLLINS** ▲ ATLANTIC 80035 (8.98) (CD)	HELLO I MUST BE GOING
182	182	179	15	**SIOUXSIE AND THE BANSHEES** GEFFEN GHS 24092 (WARNER BROS.) (8.98)	TINDERBOX
183	169	144	27	**SOUNDTRACK** ● A&M SP 5113 (9.98) (CD)	PRETTY IN PINK
184	147	147	5	**BRONSKI BEAT** MCA 5751 (8.98)	TRUTHDARE DOUBLEDARE
185	NEW▶		1	**ALPHAVILLE** ATLANTIC 81667 (8.98)	AFTERNOONS IN UTOPIA
186	187	—	2	**SOUNDTRACK** MOTOWN 6180ML (8.98)	A FINE MESS
187	188	—	2	**MELBA MOORE** CAPITOL ST 12471 (8.98)	A LOT OF LOVE
188	190	—	2	**ALVIN LEE** ATCO 21R 90517 (ATLANTIC) (8.98)	DETROIT DIESEL
189	192	161	10	**LARRY CARLTON** MCA 5689 (8.98) (CD)	ALONE BUT NEVER ALONE
190	184	190	65	**BOB SEGER & THE SILVER BULLET BAND** CAPITOL ST BR 12192 (8.98)	NINE TONIGHT
191	193	—	2	**RODNEY CROWELL** COLUMBIA FC 40116 (CD)	STREET LANGUAGE
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196	NEW▶		1	**CROWDED HOUSE** CAPITOL ST 12485 (8.98)	CROWDED HOUSE
197	179	176	16	**THE TEMPTATIONS** MOTOWN 5389 ML2 (9.98)	25TH ANNIVERSARY
198	153	115	27	**FALCO** ● A&M SP 5105 (8.98) (CD)	FALCO 3
199	191	136	98	**U2** ▲ ISLAND 90231 (ATLANTIC) (8.98) (CD)	THE UNFORGETTABLE FIRE
200	198	174	68	**ATLANTIC STARR** ● A&M SP 5019 (8.98) (CD)	AS THE BAND TURNS

TOP POP ALBUMS A-Z (LISTED BY ARTISTS)

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Alabama 125
Alphaville 185
Carl Anderson 95
Joan Armatrading 60
The Art Of Noise 78
Ringo Starr 200
Anita Baker 46
Bananarama 25
Bangles 83
The Beach Boys 96
The Beat Farmers 165
Jean Beauvoir 108
Big Country 62
The Blow Monkeys 50
Bodeans 130
Boogie Boys 124
Boys Don't Cry 87
Bronski Beat 184
Jackson Browne 67
Jimmy Buffett 111
Jonathan Butler 169
Cactus World News 180
The Call 167
Belinda Carlisle 17
Larry Carlton 189
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Cinderella 29
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Tom Cochrane & Red Rider 119
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Bruce Hornsby & The Range 56
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Isle Of Man 120
Joe Jackson 116
Janet Jackson 8
Bob James, David Sanborn 71
Rick James 150
Jean Michel Jarre 170
The Jets 88
Billy Joel 11
Howard Jones 102
Shirley Jones 136
Journey 38
Judas Priest 79
The Judds 139
Rob Jungklas 117
Chaka Khan 72
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L.L. Cool J 164
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Nu Shooz 52
Billy Ocean 9
Jeffrey Osborne 27
Ozzy Osbourne 97
The Outfield 19
Robert Palmer 49
Pet Shop Boys 32
Pieces Of A Dream 105
Pink Floyd 160
Poison 132
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Queen 69
Queensryche 87
Quiet Riot 82
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Bonnie Raitt 138
Lou Reed 90
Rene & Angela 114
Lionel Richie 177 21
The Rolling Stones 92
Diana Ross & The Supremes 176
David Lee Roth 4
Run D.M.C. 6
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Bob Seger & The Silver Bullet Band 16 190
Shadowfax 147
Sigue Sigue Sputnik 126
Simply Red 36
Siouxsie and The Banshees 182
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SOUNDTRACKS
About Last Night 78
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Steve Winwood 7
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Dwight Yoakam 99
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K-MART AGREES TO CARRY CDS

(Continued from page 5)

ticipation of improved CD supply. Although he is currently experiencing fill problems, Hennessey says he expects satisfactory supply by the second half of 1987, "and maybe even a reduction in price."

Additionally, Hennessey anticipates continued consumer demand. "It's amazing to see that all this CD volume is occurring with just a 3 million installed hardware base." Referring to the characteristic greater number of purchases per CD consumer, Hennessey adds, "We expect it to continue to compound."

Hennessey speaks of "testing and testing" CD marketing concepts in K-mart units of different sizes. Mario DeFilippo, vice president in Detroit, says phase one of the CD rollout—already complete—involved more than 800 K-mart units. He does not choose to declare how deep SKUs will be maintained, but indicates that there will be fewer than 1,000 titles; that amount will probably serve as a ceiling in larger departments.

K-mart is Handleman's largest account, DeFilippo says CD expansion is being seen at all of Handleman's accounts, comprising more than 6,000 individual stores.

Significantly, says Hennessey, the all-out CD move comes in the wake of K mart's steady upgrading of its more glamorous and profit-fueling departments. In some instances, the stores are providing a new twist.

"They're going to a bullpen, a store-within-a-store concept," says Hennessey. The new layout will find home electronics and all prerecorded software—including computer software—in one area.

Handleman is bullish on CD. DeFilippo says the configuration "will be well in excess of 10%" of net sales in the coming fiscal year. Estimating revenues for the year at nearly $500 million, the CD volume is impressive.

Although Handleman has not tossed in the towel on LPs—and DeFilippo sees continuing stable sales for the configuration—the LP is being supplanted on display. "It's always been our intention to replace the LP with CD. What you see now is a truncation of LP display," says Hennessey. He notes that signage and other point-of-purchase materials will dramatically position CD in K-mart departments.

Little new fixturing is required. "This is why we fought hard for the 6-by-12 package for CD," says DeFilippo. Essentially, CD is moving in where LPs were once displayed.

The down side of the new open display is the potential for theft. "Yes, there was concern," DeFilippo says of reaction to the CD program. "The mass merchandiser is concerned with theft. This is why we have worked so hard with the vendors and came up with the automatic heat seal."

Fill is also a concern. As revealed in recent surveys (Billboard, Aug 9), CD replenishment remains a problem. DeFilippo says that except for a couple of suppliers, CD fill "goes pretty much downhill." He claims accounts like K-mart "understand" the supply problems and will be patient.

K-mart enjoys what analysts cite as healthy sales per square foot. Latest estimates put rival Sears at $236 per gross square foot of space to K-mart's $168, with K-mart gaining. In December 1985, K-mart—for the first time—had monthly sales in excess of Sears'. K-mart's 1985 volume was reportedly in excess of $23 billion.

Ensconced in its award-winning new headquarters in Troy, Mich., Handleman is touting all-time record sales for the last fiscal year of $422.4 million, propelled by CD in prerecorded music and by video generally. In terms of configuration share, according to Handleman's latest anaual report, prerecorded music has 77.3%, down from 85% in fiscal 1985. Video has increased from 0.4% to a whopping 10.2%. Books have inched up from 7.4% to 8%, while computer software has plummeted from 7.2% to 4.5%.

Handleman has 17 computerized distribution facilities in the U.S., all tied to the Troy mainframe. They are located in or around Albany, Atlanta, Baltimore, Charlotte, N.C., Chicago, Cincinnati, Dallas, Deaver, Detroit (about 60 miles from headquarters), Kansas City, Little Rock, Los Angeles, Oklahoma City, Sacramento, Seattle, Tampa, and Youngstown, Ohio. Handleman is also moving steadily into Canada, where CD introduction has been slower, according to Hennessey. There are four Canadian distribution depots.

VID DEALERS SEEK TOOLS FOR SURVIVAL

(Continued from page 5)

video are doing it in such a small way. They don't have the large 3,000-title catalog; they're adding 10, 15, or 20 of the top 40 titles.

"The video specialty stores are going to have to continue to offer the inventory selection, and they've got to continue to service the customer base that they have."

Brad Burnside, newly elected member of the VSDA national board of directors and president of Chicago's two-store Video Adventure, says, "For me, it boils down to really establishing an image in the community that differentiates me from everybody else.

"Any specialist will tell you that service is the reason why they're going to succeed in the face of mass merchandisers, convenience outlets, and so on, and I agree that that's true. But you somehow have to get that message across to the customer—especially the new people that are entering the marketplace. They don't know that they come to my store for good service. It's got to get communicated somehow."

Burnside cites his stores' commitment to a selection of fine-arts titles to illustrate his marketing strategy. He says he saw the Chicago market would be receptive to such videos and was able to react quicker than alternate dealers could.

"My fine-arts customers are people who are just now coming around to the idea that a VCR is a wonderful thing to own. A number of years ago they didn't—I mean, what could you get with a VCR? You could watch 'The Blues Brothers' or an adult tape, but there were very few choices, and none that would appeal to a person who was an opera buff," says Burnside.

Through an open house advertised on classical radio station WFMT, Burnside's staff was able to target an appropriate clientele with the message that his store carries operas, plays, and other fine-arts titles. The ploy gave him an entree to a well-moneyed customer base.

Burnside suggests that other small dealers would do well to look for similar niches within their individual markets. He adds that since he cannot "count on having the best locations or the best cost for acquiring product for my inventory or to have advertising based on having 16 stores in one market," he would rather address strategies that are within his grasp.

Burnside and David Ballstadt, another VSDA board member and president of the 10-store Adventures In Video in Minneapolis, both stress the importance of video sales.

"It's already being ingrained in the consumer that when you want to buy a video, you don't go to a video specialist," says Ballstadt. "We've trained them to go to the mass merchants."

He points to video specialists' lack of response to Disney's $29.95 program as an example of how rental stores are losing potential profits and endangering their future. "If retail goes down to $9.95, there will be no videocassette rentals. They're going to be out of business."

"I think that video specialty people who aren't selling are really missing the boat," says Burnside. "They don't understand what an opportunity it is, and they are driving their customers away. I think sales are more profitable than rentals and I'm seeing more and more sales."

Bob Tacy, president of the consulting firm Mordern Creative Seminars and a speaker at last year's VSDA convention, also faults video stores for not "grooming customers for sale." Still, he thinks the combination of sales and rental gives the video store an edge.

Says Tacy, "At the K-mart level, they will never rent, only sell, except in isolated circumstances. It would surprise me if K-mart or other major mass merchandisers ever attempted to become renters. When a customer comes in to buy something at a 7-11 or a supermarket and purchases a low-price video, that's an extra sale. Overall, though, the loss to the video specialist will be negligible.

Tacy says customer service also gives the video specialist an edge: "The mass merchandiser can never compete on service. Keys for the video specialist are developing management and leadership skills and cultivating good customer service elements into their operations and their people: smile, communicate, offer product and services, know the product, handle the transaction effectively, and say thanks. They will continue to build a good customer base if they do that."

"[Video specialists] must do the best they can with what they've got," says Chaz Austin, product purchasing manager of Coast Distributors. "Create a different environment, but don't forget the flash. It is the entertainment business. There's always a hole—find it and fill it. The supermarket chains have not put the corner grocer out of business. Why? Think about it."

Assistance in preparing this story provided by Jim McCullaugh in Los Angeles.

VIDEO DEALERS ARE TENSE

(Continued from page 5)

law-enforcement agencies to enforce the obscenity laws," Sirkin says. The National Coalition Against Pornography, for example, has seen its funding soar since the commission began its efforts, Sirkin says.

The response from many video stores has been simple. "I do believe a lot of video stores have pulled X-rated tapes in fear," says Linda Lauer, owner of Starlite Video in Phoenix, a Video Software Dealers Assn. (VSDA) board member, and Arizona representative of General Video. Lauer and a number of other Arizona-based video retailers have been embroiled in legal battles over adult video for several years.

"What's going on is a reduction in choice," says Jeffrey Cunard, a lawyer for the Washington-based firm of Debevoise & Plimpton, which has been deeply involved in First Amendment issues. "Most of the developments in the area are outside the courts at this point," he says, giving as examples activities by "citizens' vigilante groups" and marketing decisions by such mass merchant chains as Wal-Mart and by video specialty retailers.

This "self-censorship" can be even more insidious than actual legal action, Cunard says, because it is more subtle and is harder to measure. "People are taking things off the shelves, they're not ordering new things, and they're slowly cutting back on their inventory," he says.

Although some retailers have reacted to the release of the Meese report, there has not been much activity, says Mickey Granberg, executive vice president of VSDA.

"I don't know if it's the hiatus before the storm," says Granberg, "but we have not heard of any new instigation of legislation" since the report was released. "We're just telling them to sit tight," she says of VSDA's advice to its members.

Experts surveying the national scene say there have been no new major prosecutions since the July release of the report (Billboard, July 19). According to John Westin, a lawyer with Los Angeles' Brown, Westin & Sarnuff who specializes in First Amendment issues, "In terms of legislative activities, it is my understanding that by and large there's no difference whatsoever."

Sirkin predicts that will change, citing letter-writing campaigns underway in Virginia and Florida. Other areas where strong anti-porn activity is expected or underway include Arizona, especially the Phoenix area, and parts of Tennessee and Indiana. The situation in North Carolina, where a new law sparked intense controversy last year, is "frightening," he says. Such titles as "Victor/Victoria" are being pulled off the shelves. And Texas looks like it may soon be another area of anti-porn action.

Retailer Lauer says that even though there have been no new prosecutions in Arizona since the report was issued, "The pressure has not let up." H.R. 2154, a new, strict obscenity bill, was in the works before the commission issued its tome. It went into effect Aug. 13, bumping obscenity up from a class five to a class six felony.

The bill "lumps us with the child pornographers," Lauer says. The penalties include a mandatory minimum of 22 months in jail even if the case is appealed and a fine of $150,000 per count for individuals and $1.3 million per count for corporations.

"The highest fine they can assess in a rape case is $20,000," Lauer says. "It is a lesser offense to poison Tylenol in this state than to rent adult videos; it is a lesser offense to sell arms to terrorists who you know are going to bomb the state capitol."

Adult video may prove a controversial issue during the VSDA convention, to be held Sunday-Thursday (24-28) in Las Vegas. "While the slogan is 'freedom of choice' in all their seminars, there isn't a hint of discussion of freedom of choice," says Reuben Sturman, consultant to distributor General Video of America and retailer Visual Adventures of Cleveland. "In all their seminars, there isn't going to be one discussion," he says. "If the adult video marketplace were to disappear tomorrow morning, the powers in the VSDA would be thrilled and delighted," he says.

In contrast, David Meine, head of Salt Lake City-based, 100-store franchise chain Sounds Easy International says he is incensed that VSDA is so "one-issue-oriented about adult. There are many of us who have never carried adult who are angry that the organization spent $5,000 fighting a bill in the state of Maine."

Jack Messer, owner of the Video Store chain and a VSDA board member, says the reason there will be no seminars is that "having panels on display and service and exhibition [of adult] is getting to be old hat."

Billboard's complete directory of VSDA regional chapters ... see page 42

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WQHT AIRS IN GOTHAM

(Continued from page 5)

unseated top 40 leader KIIS-FM in the spring Arbitron results after less than six months on the air. Highly successful urban consultant Don Kelly is working on both WQHT and KPWR.

The hybrid fare was one of four formats Emmis was considering for the old WAPP just two weeks before WQHT's installment.

"We were preparing for both [the hybrid and classic rock] formats," says Emmis vice president of programming Rick Cummings. "This was an 11th-hour decision."

WAPP was a heavily rock-oriented top 40. By pulling all current hits out of rotation and throwing on some rough "Classic 103" liners, the classic rock image was created.

Cummings admits that WQHT, known as "Hot 103.5," is aiming at the very narrow niche that falls between WHTZ and WPLJ and urbans WRKS and WBLS. The classic rock fake was run to keep those stations at bay and to prevent "some station without numbers from pre-empting us," says Cummings. "Plus, we wanted to have some fun."

Like most new contemporary music stations, WQHT will initially seek maximum cume by targeting the 12- to 24-year-old demographic, an audience Cummings says is "trendy, active, and immediately responsive." High-energy music, plenty of remixes and new records, and few interruptions have been the main aspects of WQHT's style so far.

'This was an 11th-hour choice'

Cummings says the station is working with a currents list of between 60 and 70 songs, with a maximum rotation of two hours for the hottest hits.

"I think it will really be the WKTU of the '80s," says a New York label promo rep, comparing WQHT to Gotham's late-'70s leader (now album rocker WXRK), which rode the disco wave to the top. "I used to listen to WKTU because they played hip, street records without the irritation of rap," the rep continues. "[WQHT] will be the station to start records that WHTZ and WPLJ will pick up later."

Atco national promotion director Marc Nathan, however, says, "I don't believe the records WQHT is playing are records that WHTZ and WPLJ are necessarily slow on. Those two are presenting the best of what this particular format has to offer."

Says Elektra New York marketing/promotion manager Steve Schnur, "It's going to make the crossover a lot easier. In this market, we have to wait until something goes top 20 before [WHTZ's] Scott Shannon or [WPLJ's] Larry Berger will look at it."

"I anticipate a significant increase in 12-inch sales," says Columbia New York rep Jerry Lembo. "It will also affect the speed with which dance-oriented, urban records cross over to the more pure-bred CHR stations."

"It's too early to tell," says MCA promo rep Bobby Shaw. "We've heard what direction they are trying to go in, but they don't have a PD or MD yet, so it's impossible to say."

Meanwhile, Gotham programmers are watching WQHT with a cool but keen eye. "The station doesn't sound like anything else in the market, and that's good," says WPLJ program director Larry Berger.

"I've been in this situation before," Berger continues, referring to the summer of 1982, when WPLJ was an album rocker and the original WAPP came on commercial-free to pose a direct challenge. As the station did during that summer, Berger says, "We'll stick to our guns. I think KIIS-FM Los Angeles learned some things [when KPWR came on board]. They made some mistakes by overreacting.

"If Hot 103.5 becomes successful, it could happen that the kind of music they're playing could become more prominent here. And that could ultimately be reflected in what we play."

Tony Gray, PD at top New York urban outlet WRKS, says, "WQHT will not cause me to do anything different because what I'm doing appears to be working. It just complicates things a little."

At presstime, the programming lineup at WQHT was far from finalized. It appears doubtful WAPP PD Steve Ellis will stay long. "We need someone who is really experienced in this 'coalition' format," says Cummings. "You'd be surprised how many people just don't understand what the premise is. If I could clone [KPWR PD] Jeff Wyatt, I would."

WQHT's personality and promotion posture were equally undecided at presstime. Cummings says most of the old WAPP on-air talents will be given notice and that former WKTU afternoon man Al Bandero is only there on a trial basis. "With so many great, high-profile personalities in the market, we don't really know what we are going to do," Cumming says.

Contests will be a part of WQHT's promotional approach.

NEW U.K. TRADE TERMS

(Continued from page 10)

port from independent retailers, and executives insist they are not trying to give an advantage to one kind of retailer at the expense of another.

However, HMV managing director Ian Duffell has described the trading terms as "unhealthy for the industry" and says they will have a significant effect on the chain's profitability. Our Price's Gary Nesbitt sees the moves as likely to encourage an even more conservative approach to stocking new product.

Says Nesbitt, "Unless it is in the charts, dealers won't want to know. We are not acting as a&r people: It's a question of economics, and the situation is totally unacceptable."

Hassan Akhtar, head of rackjobber Record Merchandisers, says, "It's a very bad thing for the whole retail business. Even if dealer prices are reduced, it doesn't compensate for the risks dealers take when they order new product."

While dealers fear the effects of a reduced returns allowance, wholesalers are bitter about the removal of settlement discounts, the source of a sizable element in their margins. The record companies' motive in this respect, though it has not been spelled out, appears to be to reduce their biggest single cost factor, namely, artist royalties.

These are still figured from a "national retail price" based on dealer price plus a certain percentage as a margin. If settlement discounts are allowed, the company is effectively paying the artist on the basis of revenues it does not fully receive.

MCA QUALITY COMMITMENT

(Continued from page 10)

"We went with Capitol cobalt tape over chrome. That netted us more high-frequency range and a great deal more low-frequency output as well as the ability to put a better level on the tape, which significantly reduces the noise floor." The label also went with a clear shell (similar to the Warner look) that sports an HG (high-grade) logo.

"We added the Electrosound 8000 lines. That is a project that's been two years in the process, involving loading, duplicating, matching the master that is made here to the playback of the master in the plant, azimuth integrity, and purchasing equipment to monitor the line. We were far behind in monitoring.

"Given the clear shell, new formulation, and present technology such as Dolby, we're about as far as we can go. But we will still be looking for ways to improve cassette quality."

MCA also switched vinyl compounds for its albums.

Says Wooley, "We discovered that by switching compounds, you pick up different dynamic characteristics. Of course, there are other problems such as plating, but we're revamping and evaluating our plating operation. In fact, even with the declining sale of the vinyl LP, we will attempt to improve it as far as we can in the next six to nine months."

FOR THE RECORD

An article in the Aug. 23 issue of Billboard incorrectly stated the newsstand distribution arrangement for Rock Express. Warner Publications will still handle the magazine when The Musicland Group begins distribution. Billboard regrets the error.

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IN NEW YORK
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Herbert And Schon Ink Journey Co. Buyout

BY STEVE GETT

NEW YORK When Journey hits the road Sept 10 for a three-month U.S tour, the group will be hiring its sound, lighting, and stage equipment from guitarist Neal Schon and manager Herbie Herbert

Schon and Herbert are equal partners in the Nocturne production company, which was conceived by the manager in 1979 to cut down touring costs for Journey

"Neal and I have acquired Nocturne from the other members of Journey," says Herbert. "We've bought their interests and plan to continue building the company as a major force in the entertainment production field."

Herbert refuses to disclose the exact cost of the buyout, but, he says, "It was very expensive—the company now has about a $3 million inventory of equipment."

Since its inception, Nocturne has developed a superstar client roster that includes the Who, the Police, David Bowie, Prince, Lionel Richie, and Tina Turner

Though he always envisioned Nocturne becoming a full-fledged production company, Herbert says Journey was its only client for the first two years of operation.

"Journey was touring so much at the time, I steered some of the group's revenues toward buying equipment. By the end of every tour we'd have assets instead of just receipts. The first outside client we had was Loverboy in 1981 and since then there's been no looking back"

Until recently, Nocturne's assets were divided equally among Herbert and the five band members—Schon, Steve Perry, Jonathan Cain, Steve Smith, and Ross Valory.

Herbert says he has always been an equal partner in the group's business, he didn't opt for the standard managerial approach of working on commission

"That's been an effort to make them feel comfortable in giving me a great deal of autonomy," says Herbert. "I benefit to the extent of their success and fail to the extent of the failure. So I have the same financial motives as they do"

His dual role of running a production company and managing Journey has had a mixed effect on Nocturne's ability to attract new clients, says Herbert.

"Sometimes a potential client doesn't want to be involved with a company that's associated with a major act like Journey," says Herbert. "They don't want to be known for using Journey's lighting, Journey's stage, or Journey's whatever."

Nocturne has quickly established itself as a major force in its field, but, says Herbert, "It is an extremely competitive business. By 1981, every existing headliner already had a relationship with a lighting, sound, set, or video company. We've had to break down the lines of loyalty that already existed"

Asked why the other Journey members sold their interests in the company, Herbert says, "They're more interested in the musical side. They don't get as much pleasure from producing a great show for Frank Sinatra or Eddie Murphy as Neal and I do.

"Even though the company was successful, I think the others felt there was a certain responsibility they didn't really want"

As for the group now having to pay Herbert and Schon, the manager says, "Hey, they're still paying less than they would any other company. And they'll say, 'Listen, give us as good a deal as you gave Bowie and Tina—we know you gave them good deals because that's how you got those accounts!' "

Epic Bows Plans For International Skaggs Release

NASHVILLE Epic Records has unveiled international release plans for Ricky Skaggs' new album, "Love's Gonna Get Ya!" The album is set to debut in the U.S., Canada, and Europe the third week of September

To promote the album in the U.S., Westwood One will air a live special Sept 21, beginning at 10:30 EDT Listeners will be able to talk to Skaggs via a toll-free phone number during the 90-minute show Fans who talk to Skaggs will be given free copies of the new album. The broadcast will be carried in stereo on the Satcom 1R and Westar IV satellites.

On Sept. 8, "Love's Gonna Get You Someday," the first single from the album, will be released in the U.S., and a week later another single, "Artificial Heart," will be released in the U K.

By the end of September, Epic plans to have the album in stores throughout Europe and in Australia In December, the label will release "New Star Shining," a duet of Skaggs & James Taylor, in its usual international markets and in South America, a new territory for Skaggs

Skaggs & Taylor also will be doing a music video soon to accompany the single.

The acknowledged forerunner of Nashville's new traditionalist movement, Skaggs has sold more than 3 million albums in the U.S. since signing with Epic. EDWARD MORRIS

INSIDE TRACK

THERE IS CONCERN, apparently confirmed by internal label studies, that the compact disk needs a pricing breakthrough to maintain its momentum. By some accounts, the hardware folks have done their job by making players that can be sold for as little as $150. That mass-market price, the worried execs add, doesn't jibe with software prices that don't seem to budge and in fact are higher at retail since the beginning of the year. The result is the fear, beginning to be realized, label studies indicate, that consumers are not readily attracted to low-price hardware when the cost of building a CD library is out of joint. As one key CD exec puts it, "The industry no longer has only the price-is-no-object CD market to deal with, but the price-is-an-object market as well." What all this adds up to is that giving the razor away is not necessarily creating a run on the blades, given current pricing conditions.

PORN PROTEST Salt Lake City-area franchiser **David Meine** tells Track he's calling all 15 **VSDA** directors in the hope they'll come to realize there's a growing segment of video store operators concerned that VSDA is too closely linked to X-rated product, a view amplified, in Meine's view, by VSDA convention keynoter **Christie Hefner of Playboy**. So far, he's been told by VSDA president **John Pough** to run for a VSDA directorship next year. Meine's 100-unit **Sounds Easy International** retail operation has never carried porn product in the five years it has been in existence.

A NEWLY ORGANIZED music industry anti-drug campaign, **"Crack-Down,"** has been pledged "seed money" of $50,000 from the **CBS/Records Group** Pledge is contingent upon proportionate matching pledges from other major labels. Promoter **Bill Graham**, the moving force behind the drive, met with label execs in New York Aug. 20 to line up industry commitment. Still in the formative stages, "Crack-Down" plans an all-star benefit concert—reportedly to be held in the South Bronx—and continuing education programs . **New York Gov. Mario Cuomo** keynotes the **Anti-Defamation League of B'nai B'rith's** music and video luncheon honoring **Musicland's Jack Eugster**, to be held at the New York Hilton Sept 24

"RAMBO: FIRST BLOOD, PART II," which sold a reported 400,000-plus at a list of $79 95, is being reduced to $29.95 by **Cannon/HBO Video** in time for the strong fourth-quarter selling period There are two preorder dates Sept. 2 and 22, with a 2% discount on orders before Sept. 2

AMERICAN GRAMAPHONE, the first label to issue a compact disk using **Album Graphics Inc.'s Digi-Pak**, has dropped the cardboard/plastic tray container in favor of the familiar jewel box Label founder/president **Chip Davis** says consumer resistance to the package, used for its hot **Mannheim Steamroller Christmas** album, led to the decision.

EVELYN "CHAMPAGNE" KING has ended her recording career at **RCA/Ariola** and is about to ink a deal with **Capitol-EMI**, according to her longtime manager, **Bob Schwaid**

SONY has a two-month compact disk promotion underway with hardware dealers, offering three free CDs and a redwood crate that can hold 15 CDs. Cooperating in the cross-promotion effort are **CBS** and **RCA**. It's called the Sony Great CD Crate Offer

PARAMOUNT HOME VIDEO is pulling "Indians Jones" off the market as of Jan. 31, 1987, the same move it made a year ago with "Beverly Hills Cop." "Indiana" "won't be available for purchase by distributors" after that date, a spokesman says. Jan. 31, 1987, is also the date when all the titles in the company's 20 For $20 promotion will return to their original list prices.

RCA/ARIOLA, fresh from inking a broad licensing deal with U.K.'s **Jive Records**, is dickering for a domestic distribution deal with Australia's **Big Time Records**, which is known here primarily for its **Hoodoo Gurus** records via **Elektra**

NINA BLACKWOOD, an original **MTV** VJ whose contract was not renewed by the channel, has landed at **Paramount Domestic Television's** "Entertainment Tonight." Blackwood will anchor a weekly music news report for the show and conduct interviews with music personalities. MTV replaced Blackwood and **J.J. Jackson** with only one new VJ—**Julie Brown**—though more are said to be on the way. Could one of them be veteran late-night schlock TV host **Joe Franklin**? Franklin says he likes the idea, and negotiations have reportedly been underway with MTV to bring him aboard. A guest-VJ shot rather than a full-time spot seems the most likely resolution to this rumor, though.

PAUL SIMON has sued **Embassy Home Entertainment** in U.S. district court in New York, alleging unauthorized use of his songs in the home video release of the classic film **"The Graduate,"** which contained **Simon & Garfunkel** performances of such songs as "Mrs. Robinson," "Scarborough Fair," and "The Sounds Of Silence." Simon alleges that synch rights to the songs did not entail home video authorization . . A federal court jury in New York has cleared **Laura Branigan** and writers **Doug James** and **Michael Bilotin** in a copyright infringement case involving **Gary William Friedman's** charge that a song, "How Am I Supposed To Live Without You?," heard on Branigan's second album, was a steal from his tune "Promise Me I'll Feel This Way Tomorrow." Apparently Branigan demoed Friedman's song several years before recording the allegedly infringing song, but it was brought out that the writers had never met Branigan before she recorded their song

JIM JIMIRRO, former head of **Walt Disney Home Video**, has formed **J2 Communications**. The company will be selling 1 million shares at a hoped-for price of $6-$7 each. Working with Jimirro will be **International Tape/Disc Assn.** founder **Larry Finley** and two former Disney staffers, **Arthur Reynolds** and **Tom Coughlin**.

Edited by IRV LICHTMAN

Film Studio Executives Refute Soundtrack Burnout

LOS ANGELES Two key motion picture executives say film and record companies have to exercise caution when integrating contemporary music with movies if soundtracks are to maintain their marketing punch However, they add, fear of soundtrack burnout is more of a "media creation" than a reality

Gary LeMel, head of Warner Bros. Pictures' music division, and Steve Bedell, vice president of music for Paramount Pictures, made their statements at an Aug 13 luncheon here hosted by the Los Angeles chapter of the National Academy of Recording Arts & Sciences

Said LeMel, "The burning questions I've been asked by reporters in the last three weeks are, 'Are you experiencing a soundtrack burnout? Are there too many?' "

Bedell said, "I have a feeling the backlash is more of a media creation. Obviously, the public has not reacted to it because they're buying the stuff."

Bedell added that exposure for movie-originated songs through radio and video is the ultimate dream for the advertising and marketing staffs of film studios.

'The backlash is a media creation'

"It's very important that film companies walk that delicate line of not oversaturating the marketplace Right now things are working very well for us, and we have to continue to try making it work for us," Bedell said.

LeMel said that movie companies usually want title songs recorded by very important artists for films because they're "automatics at radio." He added that the choice of performer and song must be made with discretion.

"Is it worthwhile spending the money, which goes into the music budget and ultimately into the budget of a film, to have a title song to a picture, which is an adult film for people who are 25 and up?

"Those people are going to see the picture anyway And maybe it could turn those people off by making it look like a teenage picture, when it's really an adult picture.

"Did the Rod Stewart song from 'Legal Eagles' really add any money to the boxoffice?"

LeMel said he poses these kinds of questions to "overzealous studio heads, producers, and directors" when he considers the use of contemporary music inappropriate.

He said, "Record companies also have their responsibilities. They shouldn't just read a script or listen to me and my counterparts. They've got to spend time with producers and directors. If a director doesn't really have a handle on the music, the odds are [the soundtrack] is going to be a disaster."

STEVE GETT

Billboard's complete directory of VSDA regional chapters . . . see page 42

FORE!

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